

THE NATIONAL Provisioner

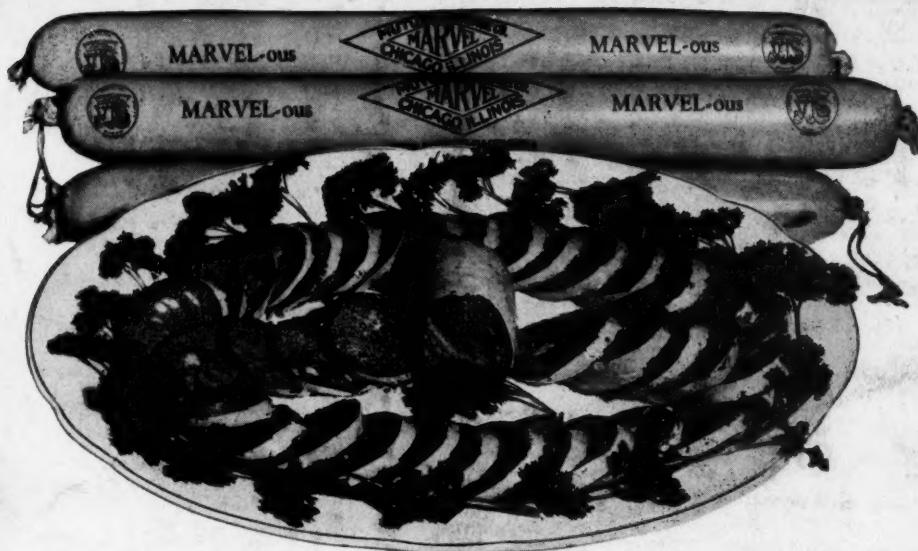
THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 84

APRIL 4, 1931

Reference Dept.
7th FLOOR

Number 14



Announcing the NEW VISKING



LIVER SAUSAGE CASING

MANY ADVANTAGES

UNIFORMITY

—in size and color.
Opaque, natural shade.
Size 2 inches by 24
inches.

PRODUCTION SIMPLIFIED

Cooking and smoking
can now be absolutely
controlled. Slicing
easier, weight accu-
rate.

CONSUMER IDENTITY

Your brand, trade-
mark and inspection
legend identifies your
product to the public.

SEND FOR BOOKLET OF FORMULAS OF
LIVER SAUSAGE AND BRAUNSCHWEIGER—
WITH DIRECTIONS FOR USING VISKING
CASINGS.

PROTECTION TO QUALITY

No danger of spoilage
or sliming. Superior
keeping qualities; val-
uable in warm
weather, especially.

APPEALING APPEAL

Attractive appearance
of a Visking-cased
Sausage will often
clinch the sale.

PRACTICAL

Long past the stage of
experiment; has been
tested for months by
leading packers.

After months of experiment we announce the perfection of a Visking Liver Sausage Casing developed to overcome production problems.

Visking Casings are uniform in size and color, opaque and of a uniform shade that meets trade requirements. Packers welcome Visking because it permits them to identify their product by imprinting their brands. And the improved appearance will mean increased sales.

Visking Casings can be used in accordance with usual formulas by following our simple instructions.

THE VISKING CORPORATION

4311 S. JUSTINE ST., UNION STOCK YARDS, CHICAGO
Canadian Representative: C. A. Pemberton, 189 Church Street, Toronto, Canada

Perfect Satisfaction after
2½ years!

COAST PACKING COMPANY

ABATTOIR AND STOCKYARDS

LOS ANGELES

February 16th 1931.

John E. Smiths Sons Company,
50 Broadway,
Buffalo, N.Y.

Gentlemen;

On July 31st 1928 it was our pleasure to forward to you a report covering the operation of the "BUFFALO" Air Stuffer which we had purchased a short time prior to that date.

The Stuffer is still in operation rendering the same efficient service. It has truly proven a splendid piece of equipment, and we are very happy to recommend it

Very truly yours,

COAST PACKING COMPANY

By

L. F. Fishbeck

L. F. Fishbeck

LF/CN

The "BUFFALO" Air Stuffer

MEAT-TIGHT

AIR-TIGHT

WATER-TIGHT

Equipped exclusively with the patented
LEAKPROOF Superior Piston. Adjustable
to take up wear.

Investigate!

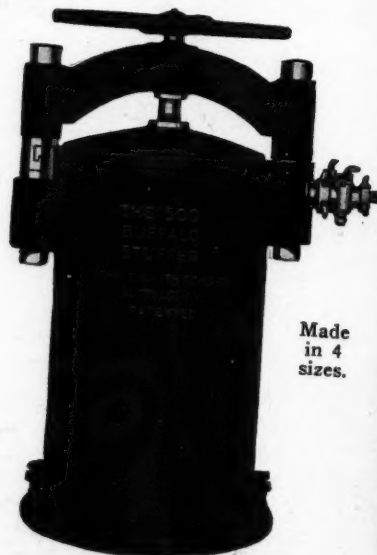
Used by prominent sausage makers everywhere!

JOHN E. SMITH'S SONS CO., 50 Broadway, Buffalo, N.Y., U.S.A.

BRANCHES: Chicago, Ill.

London, Eng.

Melbourne, Australia



Made
in 4
sizes.

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 84. No. 14

APRIL 4, 1931

Chicago and New York

Maintaining Profits and Quality During Periods of Reduced Consumption

For months packers have been buying their hogs "on hope" and to supply fresh pork needs.

So far "hope" has not been translated into "reality." And after fresh pork needs were satisfied there was a lot of the hog left!

Buying hogs on hope is not a bad plan, provided the price paid for them is such that there is a margin to cover costs during the "hope" period.

Such a margin has not been prevalent during the past winter. At no time in that period have packers cut their hogs at a profit. They relied on manufacturing gains and a higher market to take care of cutting losses and carrying charges.

Meat packing, like other industries, has faced a difficult period. Prices of all foods, including meat, have experienced sharp drops. Total consumer buying power was reduced through unemployment.

Packers Failed to Balance.

Hog receipts were equal to and larger than those of years when consumer demand exceeded that of the past 12 months. In such years hog supplies—like those received during and since 1930—would be barely sufficient to take care of the need.

Some packers remembered years of larger hog runs, and failed to balance up on the outlet side. Consequently they were buying hogs on hope.

In general, wage scales among consumers have been maintained and it is believed that if these scales can continue during the coming 60 days the



SMOKED GLASSES!

standard will prevail from that time forward unimpaired.

Those close to President Hoover reflect his belief that the American standard of living is involved, and must not be lowered.

Look for Better Prices.

This is a matter of much interest and importance to the meat packing industry. It means that ultimately good price levels will return, and such ground as has been lost during the lowest level of the depressed period can be regained.

In the course of recent operations packers have been forced to back-pack a good deal of cured product, even though curing has been reduced through generous use of freezer facilities. This back-packed product cannot be held indefinitely, and much of it has entered trade channels at depressed prices.

It would be fortunate indeed if in buying hogs such possibilities could be anticipated. At least, possible casualties should be paired with optimism when the industry considers the purchase of its raw material.

While large quantities of product have been moving through regular dis-

tributive channels, carlot trading has been more limited. Sales methods have been resorted to from time to time that are certain to result in returns on the wrong side of the ledger.

Quality as a Stimulant.

Price cutting regardless of costs has been pretty general, in the hope of stimulating consumption.

In manufactured products price has been reduced frequently at the expense of quality. This is disastrous, as lowered quality even with lowered price turns the consumer from a product.

Probably no one thing would stimulate meat consumption through this period of economic upset more than an increase in the attractiveness of the product as well as in its palatability.

This matter of palatability and quality in relation to price is of more importance than many manufacturers realize.

For example, green hams of boiling weight are selling at 13c per pound. These hams will come out of cure just as the boiled ham season is well under way. It will be difficult to get the value out of them unless they are processed so as to have quality.

You can't win back in one season a trade that has been reduced or lost as a result of poor quality. So the packer should not be disappointed if the trade does not clamor at once for the fancy boiled ham he is now making. He will have to keep on producing such a ham, and let his trade drift back.

Sausage Feels the Effects.

The sausage trade is beset with difficulties because some producers have sacrificed quality in the hope of maintaining volume.

The market on certain products—

Transporting Frozen Foods in Cars Refrigerated with Solid CO₂

Quick-frozen foods, it is generally agreed, should be kept hard frozen until they reach the consumer.

Much of this merchandise, if packed in well-insulated fiber containers, can be shipped safely for considerable distances in ordinary refrigerator cars chilled with ice and salt.

For longer distances, however, cars in which low temperatures can be maintained are necessary. For trans-continental shipments temperatures of from zero to 10 degs. Fahr. are being recommended.

Recent experiments have indicated that both the mechanically-refrigerated car and cars refrigerated with solid carbon dioxide will maintain these temperatures satisfactorily.

Considerable experimental work has been done to develop a car of satisfactory design using solid carbon dioxide as the refrigerant. Some of the problems that had to be solved and the results that have been accomplished in the development of such a car were outlined by C. L. Jones, vice president of the DryIce Corporation of America at the recent meeting of the American Fruit and Vegetable Shippers' Association in Chicago.

Four Problems to Solve.

"It probably will be appreciated," the speaker said, "that the problem of introducing dry ice refrigerated cars naturally divides itself into four problems.

"1—Satisfactory refrigeration must be delivered under sufficiently close temperature control in a practical and dependable car.

"2—Such refrigeration must be delivered conveniently at a competitive cost, all collateral advantages considered. Up to this point the problem is much the same for any novel method of refrigerated transport—mechanical or otherwise.

"3—The concentration of CO₂ must be dependably and simply controlled to produce the greatest benefit: (a) in insulating the product carried and thus decreasing the amount of refrigerant or insulation required; (b) in slowing down respiration, thus making it possible to transport products in equally good condition at higher temperatures than heretofore; (c) in preserving the product carried and preventing growth

of molds and other undesirable changes.

"4—The finished car must be so exploited that there is a minimum disturbance in the status quo in the methods and organizations involved in the ownership and servicing of standard water iced cars.

Close Temperature Control.

"These will be briefly considered in order. First, then, as to refrigeration performance and practicability the latest development in dryice refrigerator car is typified by DICX-1001, a steel refrigerator car constructed in the spring of 1930 in the Chicago shops of American Car and Foundry Co. This car has since been continuously engaged in hauling test loads of various products, for the purpose of accumulating practical experience before proceeding further with the introduction of such cars. It is a 40 ft. refrigerator car of approximately standard inside dimensions, heavily insulated with 7 in. of Dry-Zero insulation. Its outer steel

cluding the gas from the lading altogether.

"Close temperature control is established by means of a simple thermostatically operated damper controlling the circulation of air through the radiators. The bunkers will carry a charge of 3,000 lbs. of dryice, sufficient to refrigerate the car for from six to fifteen days depending on other conditions, without reicing. The results during six months' continuous operation of this car have been uniformly successful and promising except for a single run early in the program before the problem of controlling carbon dioxide concentration had been fully solved, and in this run the product was sold without difficulty in the market despite some coloration due to improper concentrations of carbon dioxide.

Low Temperatures Secured.

"In all runs temperature control has been satisfactory. In the best, temperatures from top to bottom of the load after the first 10 hours were maintained constant within plus or minus 3 degs. Fahr. for 11 days. In the worst, temperature variations within the load were less than plus or minus 5 degs.



THIS MEAT CAR CAN GO 6 TO 15 DAYS WITHOUT REICING.

This CO₂ refrigerated car contains gas-tight bunkers at the upper ends. These are designed by the DryIce Corporation to permit CO₂ gas to escape automatically into the interior of the car in proper amounts to aid in maintaining good condition of the products.

Refrigeration is secured by the circulation of the gas through radiators. Close temperature regulation is secured by means of a thermostatically controlled damper which regulates the amount of air circulated over these radiators. The bunkers will hold 3,000 lbs. of solid carbon dioxide, sufficient to refrigerate the car for 6 to 15 days, depending on conditions. The car is insulated with 7 in. of Dry-Zero.

shell has been effectively gas proofed by methods developed in the construction of earlier experimental cars.

"The dryice is contained in two heavily insulated metal bunkers at the upper ends of the car, which include in their construction radiators for cooling the atmosphere of the car. These bunkers are gas-tight and provided with effective and proven means of introducing into the lading space only the amount of carbon dioxide gas found most advantageous for the particular lading carried, or if desired, for ex-

Fahr. Temperatures maintained have been adjusted to meet the desires of shippers, and have ranged from +40 degs. Fahr. in a typical unfrozen load to a -20 degs. Fahr. in an extreme case of frozen product transportation.

"Passing to the second point—that of cost and convenience. Test loads are being hauled for a flat charge of \$12.00 per day under refrigeration, with a minimum charge of \$48.00, including the necessary dryice for precooling the car, and providing sufficient margin of (Continued on page 33.)

Tinned Meats Rank with Fresh in U. S. Navy Provision Lists

Canned meats stand in the front rank with fresh, cured and smoked meats in the provision lists of the U. S. Navy.

These lists, showing the constructive daily ration quantity allowances, have recently been released by the naval bureau of supplies and accounts.

Following voluminous tests, made over a course of ten years in naval hospitals, and by naval dietitians and medical personnel, the Navy is issuing now on the general ration almost equal values in canned and fresh meats.

The fundamental vitamin power of the preserved meat, supplemented by certain fresh products, has been found perfectly suited to healthy life at sea. And this is not because of a variation in cost, but purely on the basis of actual health values. For the navy, reputed to be the best fed of any fighting force in the world, is not stinted on the money side by congress.

The actual list allowed by the navy ration law is very extensive, providing among other things, "One pound tinned meat per day, or 1½ pounds salt meat, or 1½ pounds smoked meat, or 1½ pounds fresh meat, or 1½ pounds fresh fish, or 8 eggs, or 1½ pounds poultry. In addition 7 pounds of lard are allowed for every 100 pounds of flour used as bread."

Basis Ration Per Man.

Except for the lard, the above is a basic daily ration per man, except for vegetables, fruits, condiments, spices and various other attributes of a ration.

Any article comprised in the navy ration may also be issued in excess of the authorized quantity, provided there be an underissue of the same value in some other article or articles.

The factors involved in the determination of the allowed daily ration costs are the enlisted strength, authorized by law (officers furnish their own food), congressional appropriation for subsistence for the fiscal year, and the number of days in the year. The bulk of the goods is secured on contract by the naval bureau of supplies and accounts, and the individual ships order from the authorized contractual distributors and packers against these contracts.

However, it is possible for packers or wholesale meat dealers in various localities to sell directly to the officers' messes, junior officers' messes and warrant officers' messes, all of which purchase with their own funds.

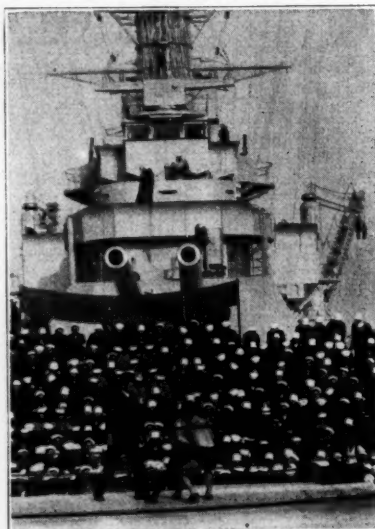
When packers have new products, there is always the question as to how to get them introduced into the navy.

Without doubt this is an interesting market and, judging by the success of a number of proprietary meat products in the service, a profitable one when once a patronage has been well established.

Creating Demand for the Product.

The writer for many years was on the navy side, in the buying line, and for other years a civilian selling to the navy. He has found that the best method to introduce a packed product in a profitable manner is to introduce it under a trade mark, so that the bids can be made out calling for that brand. Naturally, as no one else is making or packing that brand, it can be bid on by but one organization, and that the one making or packing the product.

To bring the matter to a point where a ship or the department asks for a bid, it is generally best first to offer samples to the officers' messes to build good-will, and then offer liberal prices at first for a test on the general mess. The supply officers should be approached directly, not the Navy Department, for it is necessary to build up a demand in the service before the department will consider making purchases of a product. If direct sales are made to officers' messes, and occasional special sales to stewards of crews' messes for holidays such as Christmas, Thanksgiving, Fourth of July, etc., when extra monies are spent,



MEAT HELPS KEEP THEM FIT.

The basic ration per man per day in the navy includes 1 lb. of tinned meat, or 1½ lbs. of salt or smoked meat, or 1½ lbs. fresh meat or poultry. In addition, 7 lbs. of lard is provided for each 100 lbs. of flour used as bread. This is supplemented by vegetables, fruits, etc., to make a well-balanced daily diet. The men of the navy are reputed to be the best fed of any naval force in the world.

the gradual construction of good will can be such as to cause small sample official orders to come through, and thereafter the human acceptance of the product will dominate the procedure of the Navy Department.

The so-called "Vienna sausages" offer a case in point. The navy started using them as an experiment. Today, it uses them on all ships and stations, and in all expeditions, literally dozens of tons of them a year. They fill a very real need.

Other products can reach a similar popularity, with proper handling. It is possible, too, that the navy market once opened, the army will follow, for it observes closely naval methods and products.

PACKER DECREE APPEAL.

An appeal by the Department of Justice to the Supreme Court of the United States from the decision of Justice Jennings Bailey of the Supreme Court of the District of Columbia granting partial modification of the packers' consent decree was allowed by Justice Bailey on March 30.

Announcement of this appeal was made recently by Thomas D. Thacher, solicitor general of the United States. Errors listed by the department in seeking the lower court's allowance of the appeal included an exception to the findings of fact made by Justice Bailey, his refusal to make the findings requested by the government, and that the decision was supported by neither the evidence nor the findings.

The court erred, according to the government's assignment of errors, in finding that during the past 10 years the increase in the use of motor trucks for the transportation of food products have deprived the packers of any advantage which the ownership of refrigerator cars formerly gave them.

Exception is also taken to the refusal of the court to find that the use by the packers of their distributive facilities in handling nonmeat products is a more potent instrument of monopoly at the present time than when the consent decree was entered in 1920.

Objection is made to the finding that since 1920 conditions have materially changed in the methods of marketing food products by reason of the engaging by concerns retailing food on large scale in the function usual to the wholesale and branch house distribution.

A statement of the grounds of the appeal, showing jurisdiction in the Supreme Court of the United States, is the next step which will be taken in the proceedings.

Justice Bailey also allowed an appeal to the Supreme Court by the National Wholesale Grocers' Association and the American Wholesale Grocers' Association.

Among the points made in the assignment of errors was that that court erred "in deciding that it had power or jurisdiction to modify the said consent decree of Feb. 27, 1920."

Cash and Carry Used in Packer's Store Twenty-seven Years Ago

The credit of originating the cash and carry idea may belong to the meat industry, and specifically to the Kerber Packing Co., South Elgin, Ill.

This company established its retail store in Elgin in 1889. In 1904, it adopted the then radical innovation of dispensing with delivery service and charge accounts and placed its business on a cash basis.

It was the first retail meat store, it is thought, to do business in this manner. If any store had adopted cash and carry previously the company has not heard of it.

Recently the Kerber store in Elgin, which has been at the one location since it was established, was completely remodeled and refurnished, bringing it strictly up-to-date and making it one of the most attractive and modern in the Chicago suburban territory. At the same time, methods of serving customers were improved, the aim being to make it as easy, convenient and pleasant as possible for the customer to buy her meats at this place.

Quality vs. Price Basis.

The store is in the center of the business district of Elgin, a city of 38,000 population, located 36 miles west of Chicago. In the many years it has sold good meats at fair prices it has built up a reputation that is county wide. It is not unusual on Saturdays to see cars from cities and towns thirty or forty miles away parked in front of Kerber's.

The store never has been operated on a price basis. Only meats of high quality, at prices fair to the company and the customer, are handled. Its volume of business may be judged by the number of men behind the counters. On the first five days of the week 18 men are regularly employed to wait on trade. On Saturdays, 23 are usually employed. In addition there are five boys at the wrapping counter, two meat cutters in the cooler and two cashiers.

All Cutting Done in Cooler.

Display cases have been arranged along the two sides and the rear, 138 ft. of refrigerated cases being used. All cutting is done in the cooler at the rear, most of the sales being from the case. If a customer asks for a special cut or a size that is not in stock in the cases, the order is sent to the cool-

er. None of the clerks do any cutting or wrapping.

The day is started with the cases full of cut meats, and it is the duty of one of the clerks to watch the stock and see that the supply of cuts on hand in the cases does not run low. When an additional supply of any one cut is needed the order is sent to the cooler where the cuts are made. Cutting in the cooler and selling the cuts out of the cases instead of making them as needed saves the customer's time and enables the clerks to wait on more customers. It is not unusual for one clerk to serve as many as 400 customers on a busy day.

The clerk, also, does no wrapping. When a customer has made her selections the clerk weighs it and makes out the sales slip. This is made in duplicate, one of which goes with the cut to the wrapping counter and the other is given to the customer. When the customer pays her bill the cashier

marks the slip "paid." The customer then takes the slip to the wrapping counter and exchanges it for her purchase.

System Saves Customers' Time.

After being weighed the cuts are placed in a wire basket which in turn is placed on a belt conveyor which carries them to the wrapping counter. These wire baskets are also returned to a central point at the rear of the cases on a belt conveyor. One of the duties of the wrappers is to see that clean paper is kept in the baskets.

The greater part of the refrigerated counters is given over to fresh meat cuts. Delicatessen specialties and poultry are displayed in individual cases near the front of the store. Fish are displayed and kept in one of the show windows and are sold from this point, being weighed on scales used only for this merchandise.

The company is a persistent advertiser, preferring to use small space regularly rather than large space occasionally. Windows are trimmed daily, and every effort is made to keep the store spotlessly clean and an attractive place in which to trade.



THIS STORE HAS BEEN OPERATED CASH AND CARRY SINCE 1904.

The Elgin store of the Kerber Packing Co., South Elgin, Ill., was started in 1889 and turned into a cash and carry store in 1904. It is believed that this was the first retail meat store to discontinue delivery and charge accounts and to put its business on a cash basis. Eighteen clerks are regularly employed behind the counters during the first five days of the week and 23 on Saturdays. All meats are sold out of the case, cutting being done in the cooler by two cutters.

Chain Meat Stores

News and Views in This New Field of Meat Distribution.

NEBRASKA ANTI-CHAIN BILL.

The Nebraska State Senate has passed a bill defining what constitutes unfair trade practices, and creating a commission of three officers to enforce the act. It is aimed primarily at grocery chains. The bill makes it unlawful to misbrand commodities, to adulterate them, to use sales plans that mislead buyers as to price reductions not actually offered, to employ free goods thrown in to deceive the buyer as to what he is getting, to sell goods in combination lots in which staples whose prices are well known are offered at abnormally low figures, to use misleading trade names, imitation of containers of standard weight that have less capacity, and to misrepresent the composition, nature or qualities of products offered.

EXPAND KROGER-SEARS SYSTEM.

Grocery departments established by the Kroger Grocery & Baking Co. in Sears-Robuck stores at Chicago and Cincinnati have been successful enough to warrant a decision by Kroger directors to extend the system. It has been announced that steps will be taken at once to establish similar departments in Sears-Robuck stores at Minneapolis, Indianapolis, Kansas City, Memphis, and possibly Detroit, but that no Kroger departments will be in Sears-Robuck stores outside of Kroger territory; that is, there will be none in New York, or east of Pittsburgh.

Further Kroger plans include the appropriation of approximately \$2,000,000 for the improvement of downtown stores in cities where Kroger stores are already operating.

BRITISH CHAIN STORE MERGER.

A plan for the merger of British provision store chains with a total capitalization of more than \$40,000,000 has been sent to shareholders of Liptons, Ltd., and Home and Colonial Stores. The plan provides that Home and Colonial and its subsidiaries, Maypole Dairy and Meadow Dairy, would acquire all issued capital of Liptons for an exchange of Home and Colonial.

Liptons showed a profit of nearly \$750,000 in the last fiscal year, and its directors recommended a 20 per cent dividend on ordinary shares. Home and Colonial profits were nearly \$3,000,000 and a 25 per cent dividend for the year has been recommended.

NEW NEGRO VOLUNTARY CHAIN.

A new voluntary chain, known as the National Colored Merchants' Association Stores, Inc., has been organized. It is intended to be the nucleus of a nation-wide voluntary cooperative system of grocery stores, owned and operated by Negroes. The board of directors of the new organization is

composed of both white and colored persons. William H. Carter is chairman of the board of directors; Albon H. Holsey is president.

Retail grocers who join the chain will have uniform store fronts, window symbols, window trims, merchandising services, local and national advertising campaigns, and store equipment. Competent field representatives will instruct members in store equipment, record keeping and selling methods. The policy of the organization does not include ownership of retail stores.

CHAIN STORE NOTES.

Safeway Stores, Inc., and subsidiaries report net income of \$3,749,901 for the year ended December 31, 1930, after depreciation, interest, federal taxes, etc. This is equivalent, after preferred dividends, to \$4.82 a share on 634,820 average no-par shares of common stock outstanding during the year and \$4.81 a share on 635,655 common shares outstanding at the end of the year. This compares with a net income of \$6,147,313 in 1929.

MacMarr Stores, Inc., reports for the year ended December 31, 1930, net profit of \$1,184,600 after depreciation, federal taxes, etc. This compares with net profit of \$2,173,523 in 1929.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on April 2, 1931, or nearest previous date, together with number of shares dealt in during the week, and closing prices on March 25, 1931, or nearest previous date:

	Sales. Week ended Apr. 2.	High. Apr. 2.—	Low. Apr. 2.—	Close. Apr. 2.—
Amal. Leather.....	200	2 1/2	2 1/2	2 1/2
Do. Pfd.....	700	12 1/2	12 1/2	12 1/2
Amer. H. & L.....	5,400	6 1/4	6 1/4	6 1/4
Do. Pfd.....	3,800	29	27 1/2	27 1/2
Amer. Stores.....	1,500	46	46	46 1/2
Armour A.....	6,800	2 1/2	2 1/2	2 1/2
Do. B.....	4,200	1 1/2	1 1/2	1 1/2
Do. H. Pfd.....	700	24 1/2	24 1/2	25
Do. Del. Pfd.....	1,000	52	52	53
Barnett Leather.....	400	2 1/2	2 1/2	2 1/2
Beechnut Pack.....	2,200	59	59	58 1/2
Bohack, H. O.....	800	79 1/2	78	78
Brennan Pack.....	.....	.....	.....	50
Chick, C. Oil.....	700	12 1/2	12 1/2	12 1/2
Childs Co.....	5,500	27 1/2	26	27 1/2
Cudahy Pack.....	900	46 1/2	46 1/2	46 1/2
First Nat. Strs.....	1,200	52	51 1/2	52
Gen. Foods.....	25,200	53 1/2	52 1/2	52 1/2
Gobel Co.....	8,900	8 1/2	8	8 1/2
Gr. A. & P. 1st Pfd.....	70	118 1/2	118 1/2	118 1/2
Do. New.....	240	240	245	230 1/2
Hornel, G. A.....	50	25 1/2	25 1/2	25 1/2
Hygrade Food.....	2,700	4 1/4	4 1/4	4 1/4
Kroger, G. & B.....	30,500	30 1/4	29 1/2	32 1/4
Libby McNeill.....	8,550	12 1/2	12 1/2	13 1/4
McMarr Strs.....	500	8 1/2	8 1/2	8 1/2
Mayer, Oscar.....	.....	.....	.....	5 1/4
Mickelberry Co.....	2,550	11 1/2	11 1/2	13 1/4
M. & H. Pfd.....	.....	.....	.....	21
Morrell & Co.....	000	52 1/2	52 1/2	53
Nat. Fd. Pd. A.....	.....	.....	.....	1 1/4
Nat. Leather.....	1,200	1	1	1
Nat. Tea.....	1,800	21 1/2	19 1/2	24 1/2
Proc. & Gamble.....	5,000	68 1/2	67 1/2	69 1/2
Do. Pr. Pfd.....	80	110 1/4	110 1/4	106 1/2
Rath Pack.....	50	19 1/2	19 1/2	20 1/2
Safeway Strs.....	12,200	59 1/2	58 1/2	58 1/2
Do. 6% Pfd.....	60	94 1/4	94 1/4	85
Do. 7% Pfd.....	100	105 1/4	105 1/4	105
Stahl Meyer.....	.....	.....	.....	18 1/2
Strauss R. Strs.....	3,300	1	1	1 1/4
Swift & Co. New.....	3,750	28 1/2	28 1/2	29
Do. Intl.....	13,650	38	38	38 1/2
Trans. Pork.....	.....	.....	.....	14 1/2
U. S. Cold Stor.....	.....	.....	.....	30 1/2
U. S. Leather.....	600	9 1/2	9 1/2	10
Do. A.....	1,500	12 1/2	12 1/2	13 1/2
Do. Pr. Pfd.....	900	84	84	83
Wesson Oil.....	1,100	24 1/2	24 1/2	25 1/2
Do. Pfd.....	300	57	57	57
Do. 6% Pfd.....	30	103	103	103
Do. 7% Pfd.....	20	112 1/2	112 1/2	112
Wilson & Co.....	1,400	2 1/2	2 1/2	3
Do. A.....	1,400	8 1/2	8 1/2	8 1/2
Do. Pfd.....	4,600	34	34	45 1/2

Packers' Traffic Problems

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

SHORT-WEIGHT ON COAL.

Question: A Mid-Western packer who had been receiving coal from a neighboring state for use at his plant found the cars running from one and one-half to two tons short. There were no truck scales available at the receiving point. The packer was informed that if he ordered it back to a neighboring town to be weighed, and the shortage is not more than three tons, he would be forced to pay the freight both ways. He asks if this is the case.

Answer: A carrier should deliver to the packer the full weight of the coal shipped and/or the weight upon which he pays charges. The packer should be prepared either to weigh the car loaded and empty, or else weigh the contents upon reliable scales in truck drafts. If he can do neither he must depend upon railroad track scales. They cannot be made to haul the car to another point for weighing without compensation for the haul.

WESTERN LINES REDUCE RATES.

The reduced inland rate on export shipments to the United Kingdom and Continental Europe will be reinstated by the Western Trunk Lines, according to a decision made at a recent executive committee meeting of the Western Trunk Lines. These reduced rates will remain in effect until December 31, 1931, but no statement has as yet been made as to when they will go into effect.

BRITISH CATTLE GRADING.

For a period of eighteen months, Great Britain has had in force a system of grading and marking beef. The British have decided to extend the system and apply it to cattle consigned directly from farm to abattoir, reports the U. S. Department of Commerce. Farmers who desire to avail themselves of the advantages of the system solicit the Chief Meat Grader for market quotations. If the price information received is considered satisfactory, the farmer notifies the grader he is shipping a certain number of head which, upon arrival at the abattoir, are graded and weighed by an employee of the chief grader's office.

The abattoir then settles with the farmer on the basis of certificate furnished by the grader, the farmer being under obligation to accept the proceeds of the sale at the price previously agreed upon. Provision is made for the protection of the farmer against losses due to condemnation by insurance at a charge of two shillings per head, one-half of which is deducted from the proceeds remitted the shipper.

EDITORIAL

Sound Business Must Have Fair Profits

Every once in a while some packer or sausage maker has a bright idea—he will reduce prices, increase volume and make more profits. He tries it out, finds the plan does not always work, and often ends up worse off than if he never had monkeyed with the price and volume buzz saw.

Reducing meat prices will increase sales volume, providing quality is not lowered, if the reduction is great enough to interest consumers, and if the cut is passed on to them by the retailer. But history has shown that in the meat industry this increase in volume is seldom sufficient to offset loss of profits.

And when a packer reduces a price, what happens? His competitors are very liable to follow suit, and perhaps cut lower. And once started, price reductions are difficult to stop. The result is that, as far as any competitive advantage is concerned, each ends up just about where he started. But he is quite liable to have to take more risk and work harder for a smaller gain.

But this is not the worst feature of reducing prices to gain greater sales volume. With the net margin smaller there is only one thing to do to increase profits—reduce costs. Overhead can't be cut, merchandising costs remain the same. One way out is to use cheaper materials—cut the quality. When this is done the customer pays less and gets less. She may react by switching to other products that cost more but have been produced on a quality basis. So cut prices may reduce consumption instead of increasing it.

To serve efficiently, business must have a fair profit.

In the meat industry this is not infrequently difficult enough to get under the best of conditions. It is next to impossible to obtain when merchandising is done purely on a price basis. There is a point on the curve between volume and prices where the greatest profits are possible. It generally will be found by increasing quality and prices rather than sacrificing quality and reducing prices.

Today the most successful meat merchandisers are those who have come to appreciate that the so-called law of supply and demand can be applied most profitably by adjusting plant output as closely as possible to demand, while at the same time endeavoring by good merchandising methods to increase demand to the plant capacity.

If the packer can't control production in all cases, he can at least regulate it. Prices might be kept within profitable bounds by the application of common sense and the exercise of common foresight. With these two factors in hand the influence of demand can be almost disregarded. Certainly it can't be controlled by giving up control of price any more than it can by uncontrolled production.

Reducing prices to the point where profits are endangered is economically unsound. When it stimulates sales to customers who have no immediate use for products it probably only postpones the time when buying will not need such artificial stimulation. Selling in a dead market, furthermore, may pile up stocks in the hands of speculators who are very liable, quite naturally, to be ardent price cutters and vigorous competitors as soon as they see an opportunity to unload their accumulations at a profit. And again the return of satisfactory business activity is held back.

Does "Atmosphere" Attract Business?

Women have come to expect and to appreciate considerable "atmosphere" in the exclusive dress or hat shop. This does not necessarily imply, however, that they consider carpets on the floor, easy chairs, bridge lamps and radios necessary or even desirable furnishings for the meat market or that they will go out of their way to spend their money in a store so equipped.

Shopping for a hat or a dress is an altogether different experience for the average woman from buying a steak or chops for the evening meal. One is a rather thrilling adventure, perhaps, experienced only occasionally and to be enjoyed to the utmost. The other is an every-day task.

This does not mean that the average woman does not appreciate neat, clean, attractive surroundings, courteous service and honest values. She expects these things and will seek out the meat store that pleases her in these respects. And while it is possible that "atmosphere" and "scenery" will attract a certain class of customers, most of the housewives have not yet been educated to believe that they add anything to the quality of a piece of meat. If carried too far they may create the idea of high prices.

The problem of the retailer, therefore, is to know when to stop spending for these things. It will help, perhaps, if he bears in mind that the great mass of women buy their hats and dresses not for the labels attached to them, but where they feel they get courteous service and honest values for the money they have to spend.

THE NATIONAL PROVISIONER, Chicago and New York. Member Audit Bureau of Circulations and Associated Business Papers, Inc. Official organ Institute of American Meat Packers. Published weekly at Chicago by The National Provisioner, Inc. OTTO v. SCHRENK, Pres. PAUL I. ALDRICH, Vice President and Editor. Eastern Offices, 295 Madison ave., New York. Pacific Coast Offices, Russ Bldg., San Francisco; Union Oil Bldg., Los Angeles; Simpson-Reilly, Representatives.

Practical Points for the Trade

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Holsteiner and B.C. Salami

Formula and manufacturing instructions for Holsteiner and B. C. salami are requested by an Eastern sausage-maker, who says:

Editor The National Provisioner:

We want to make Holsteiner and B. C. salami, as both of these sausages are sold extensively throughout this territory during the spring and summer months, as well as in the winter time. Do you think we can manufacture it successfully in the warmer seasons?

In sending directions please indicate the exact quantity of meats and spices used.

Both Holsteiner and B. C. salami can be made during the warmer months, provided drying rooms can be regulated so as to keep the sausage cool and dry.

A good formula and manufacturing directions for these two products are as follows:

Holsteiner Sausage.

Meats:

- 50 lbs. shank meat
- 10 lbs. fresh beef cheek meat
- 30 lbs. fresh pork trimmings
- 10 lbs. pickled pork trimmings
- 30 lbs. fresh pork cheek meat
- 20 lbs. shoulder fat

Seasoning for 150 lb. block of meat:

- 5 lbs. salt
- 2 oz. whole pepper
- 12 oz. white pepper
- 3 oz. saltpetre

Grind the shank meat, beef cheek meat, pork meat and pickled pork trimmings through the 7/64-inch plate of the enterprise hasher. The shoulder fat is cut into small pieces but not shaved. The ground meat and shoulder fat are then put on a block with the seasoning and chopped five or ten minutes. Then the pork trimmings are added and the whole chopped 15 or 20 minutes longer. This meat is very coarse, and after chopping should be mixed in the mixer for 3 or 4 minutes.

It is then taken to the cooler, where the temperature is not lower than 38 degrees or higher than 40 degrees, and spread upon benches in layers about 10 or 12 inches thick. It is allowed to remain in the cooler for three days, after which it is stuffed by hand-stuffers into large beef rounds.

The sausage is then taken to a room where there is plenty of air but no drafts and allowed to hang for two or three days, according to the weather, at a temperature of 50 degs. If the weather is damp, great care must be taken that the sausage does not slime. It is sometimes necessary to keep the temperature up to 55 degrees in order to keep the room as free from dampness as possible. If the sausage commences to slime there is danger of its

turning sour or becoming hollow in the center.

If the sausage manufacturer is equipped with air conditioning it will not be necessary to observe the above precautions, as his temperature and humidity will be automatically controlled.

Holsteiner sausage is handled very carefully in smoke, as too much heat wrinkles it and the object of smoking is to impede drying and prevent sliming. It happens most frequently when the weather becomes warm.

A great deal of Holsteiner is allowed to dry naturally without smoking, and where there is plenty of room it is better for the sausage to dry than to smoke it, especially in the wintertime. However, in damp weather and through the summer months it is always advisable to smoke it a little.

B. C. Salami.

This sausage is identical with Holsteiner, handled the same in every respect and stuffed in beef middles, 11 inches in length, which give it its name. The same care is necessary with the sausage as with Holsteiner, from the time it leaves the block until it is ready for shipment.

Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

Editor The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me your reprint on
"Making Dry Sausage."
I am
I am not a subscriber to THE
NATIONAL PROVISIONER.

Name

Street

City State

5c in stamps enclosed.

D. S. Belly Standards

What is the difference between a fancy dry salt belly and a standard dry salt belly? A packer who uses THE NATIONAL PROVISIONER DAILY MARKET SERVICE asks the difference between these two grades. He says:

Editor The National Provisioner:

Will you let me know what is the difference between a fancy and a standard D. S. clear belly? If we have product which meets the fancy specification we should like to be in position to take advantage of this price quotation.

In the case of dry salt bellies, as in any other product, the fancy grade is the very fancy selection out of the standard grade. Practically always it is possible to select some of the very best product and to get a better price for it than for the general run of product that meets standard specifications.

Board of Trade specifications for clear bellies, which would be classed as "standard" bellies are as follows:

"Clear bellies shall be made from smooth sides, after the back has been removed, reasonably square cut and trim, and free of bone and loose fat. No bellies damaged in scribing shall be classed as standard."

The "fancy" bellies quoted in the DAILY MARKET SERVICE more nearly conform to the Board specifications for English bellies, which are as follows:

"English bellies shall be made from smooth sides of barrow hogs after the back has been removed. Sows may be used, however, provided the seed is cut out, and the width of the belly is in proportion to its length. All edges shall be trimmed square and all bones removed. No bellies damaged in scribing shall be classed as standard."

No extremely long and narrow or very short and wide bellies can be included in either the standard or fancy grades. Fancy bellies must be devoid of rough skins, and be square cut. They must be free of black seeds, although white or pink seeds are not ruled against. Good sow bellies can be included in this grade but no stag bellies.

The fancy grade usually includes averages from 14/16 down to 20/25, but in some sections where heavy bellies are in demand the average can run lower than 20/25, provided the quality is there.

WHAT MAKES TANKS FOAM?

Write us your experience with inedible tanks foaming. Have you noticed the kind of material in the tank when this happens? Send your comments to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Good Color in Tripe

Some packers who save their tripe have trouble getting a nice white product. One packer writes regarding this as follows:

Editor The National Provisioner:

Our tripe is not white but has a grayish appearance on the outside with a jelly-like scum. We trim the product clean of all discolored fat and the edges are taken off so that no rough places are left. The tripe then goes into the machines with the water at 130 degs., with about 1 lb. of alkali. It remains in this water for 20 minutes, the water is changed, $\frac{1}{2}$ lb. alkali is added and the temperature raised to 150 degs. and the product left for another 25 to 30 minutes. It is then flushed with clean, cold water.

This inquirer does not say what kind of alkali he uses in the cleaning of tripe, but it is recommended that ordinary baking soda which not only cleans but bleaches the tripe, be used.

The exact amount of soda used in the water should be experimented with to see just what quantity would give best results.

The usual method of handling this product for best results is to first wash it on a spray, then scrub with brushes. It is then put into a rotary washer, especially designed for this purpose, and thoroughly agitated, the temperature of the water not exceeding 140 degs. It is in this water that the soda is added. The soda helps to remove the scurf as well as bleach the product. Any scurf remaining after this washing is removed by scrapers.

A little soda is sometimes used in the cooking water also, as this still further whitens the product.

If these directions are followed, there should be no such trouble as this packer has been experiencing.

Use of Agar Agar

A sausage maker asks if agar agar can be used on meat products made in federal inspected plants. He says:

Editor The National Provisioner:

We have read your instructions regarding the use of agar agar as a coating for meat loaves. Will you please tell us if this product can be used in federal inspected plants?

When this question was raised, the Federal Meat Inspection service was consulted, and the following information supplied:

"Concerning application of agar agar to meat loaves, this substance is not acceptable for use as a coating to be applied to the surface of meat loaves prepared in establishments operating under federal meat inspection."

WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

Operating Pointers

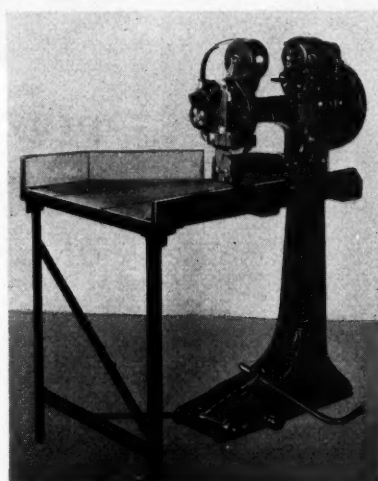
For the Superintendent, the Engineer, and the Master Mechanic

CUTTING BAGGING COSTS.

In smoking hams, butts and other meats, it has become the general practice to inclose the products in stockinette bags. These hold the meats in shape and add considerably to their good appearance and salability.

Packers now follow two general practices in the use of these bags. In one case the bag remains on the product when it is sold; in the other it is removed, washed and reused.

Bags that are to be removed after the meats are smoked are closed with



CLOSES BAGS WITH WIRE STAPLE.

This machine closes stockinette bags by driving a circular wire staple around the material. When tubes of material are used two staples are driven relatively close together between adjacent pieces of meat. As the stitched material is being withdrawn from the clinching device it passes over a special knife which cuts the stock between the staples.

string or with a knot that is easily untied. When the bag is sold with the meat the use of a wire stitching machine has been found a quick and economical means of closing it.

One such machine, modified for this particular work, has been placed on the market by the H. R. Bliss Co.,

Does This Happen In Your Plant?

Nosing around the plant, this is what an observer saw:

Washing down the floors before sweeping up, when the floors should be well swept before washing down.

Another thing the observer saw will be told here next week. Are you among the guilty?

Niagara Falls, N. Y. In this device the regular Bliss stitcher head equipped with special forming, clinching and cutting devices is used. A wooden table with steel framework is furnished with the machine to facilitate the handling of the bagged meats before and after stitching.

The staples are formed from No. 18 or No. 20 wire and are circular in shape, holding the ends of the bag firmly around the meat without cutting the fabric. The operating pedal is brought out at the side of the machine instead of in the customary position in front.

It is the usual practice to use the stockinette material in tubes, the meats being inserted close together from one end. The operator gives the material between two adjacent pieces of meat a close twist, inserts the twisted portion in the machine and drives two staples relatively close together. As the stitched material is being removed from the clinching device it passes over a special knife supported by the stitcher which cuts off the stock between the staples.

In some plants the bags are stitched at one end previous to use. In this case the operator inserts the meat, twists the material firmly and sets one staple.

OLD PRODUCTS IN NEW FORM.

Rectangular-shaped frankfurts and sausage products are unusual. Their novelty might be reflected in increased sales. Many a food product has become popular with nothing more out of the ordinary than shape to recommend it.

But aside from attention-getting value, there might be production advantages in producing meats of unusual shape. Wide hog casings, now less popular than other sizes, might be used to advantage, and there are possibilities of labor savings in comparison with methods used for making sausages of conventional shape.

A simple method of making frankfurts and sausages rectangular in shape has been developed recently. It consists of a wire mesh mold divided into sections by partitions. The mold is made in two halves one of which clamps firmly on the other. The casing is stuffed in the regular manner, placed in the mold and the two halves clamped together. The partitions previously referred to compress the casing and link the meats, making hand linking or tying unnecessary. The sausages are then smoked and cooked in the regular manner.

The mold links the sausages eight to the pound, there being eight divisions to each mold which is 28 in. long, 2 in. wide and $\frac{1}{2}$ in. deep. The mold is being manufactured by the Nu-Sausage Mold Co., 727 West Seventh St., Los Angeles, Calif.

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Refrigeration and Frozen Foods

FROZEN FOOD LEGISLATION.

What is believed to be the first bill designed to regulate the handling and merchandising of quick-frozen foods was introduced in the Maryland legislature recently.

Among other things the bill provides that the date and place of freezing must be marked on all packages in black letters one-half inch high, and that the merchandise must be kept and displayed in a temperature of 28 degs. below zero Fahr. It is also provided that the name of the packer must be printed on the package, also a certification of the inspector that the package has been permanently sealed.

The bill also would require that stores selling quick-frozen meats display signs to this effect and that all merchants handling the product pay a license fee of \$100.00. Certain limitations would also be placed on the sale of unfrozen foods that have been in cold storage for 30 days or longer if the bill is passed.

This bill will recall to packers and operators of cold storage warehouses the type of legislation that was popular 25 or more years ago when cold storage warehouses were being built in response to a very definite economic need. Then certain classes, apparently for selfish reasons and without regard for the interests of consumers, sought to have passed bills that would hamper cold storage development and that would place restrictions on the sale and, therefore, reduce consumption of foods that had been held in cold storage.

Some bills of this sort were passed and became laws only because of the lack of information on the part of consumers of the wholesomeness of foods properly handled in cold storage warehouses. Such bill probably would not get by today.

The purpose of the Maryland bill appears to be clear. If it is passed it is certain to cause many people to believe that quick-frozen meats are less wholesome, sanitary or nutritious than fresh cuts. This is not true. One wonders, therefore, why it is necessary to attempt to regulate the manner in which they are sold any more than the manner in which quick-frozen fish, fruits or vegetables are handled in the retail store.

It is possible that attempts will be made to pass similar legislation in other states. It seems to be quite the thing nowadays to legislate against one product in favor of another. If any such bills become laws it will be because of the general public not being familiar with the methods by which quick-frozen foods are handled and the high quality products from all standpoints that are produced. The

remedy may be for those who are interested in seeing the unhampered development of quick-frozen foods to tell their side of the story.

BAKERS LIKE FROZEN CHERRIES.

How quick freezing influences methods of food preservation and distribution is illustrated in recent statements by H. W. Ullsperger, manager of the Door County Fruit Growers Union, Sturgeon Bay, Wis.

Up until 1917, he said, all of the cherries grown by the members of this organization were sold on the fresh fruit markets. In 1930, the union handled approximately 17,000,000 lbs. of fruit. Of this quantity approximately 750,000 lbs. were sold as fresh fruit, about 8,000,000 lbs. as frozen cherries and the balance, about 9,000,000, was sold in cans of various sizes, either in natural juice or in syrup.

Five years ago about 25 per cent of the production was sold fresh, less than 5 per cent frozen and 70 per cent as canned goods. Mr. Ullsperger predicted that within the next 5 years 75 per cent of the crop will be frozen and the balance sold as fresh and canned goods. It is the plan to develop the small package trade of frozen fruits and to increase sales to the consumer.

There are a number of advantages in freezing cherries over canning. Among these are the following:

Frozen cherries are brighter in color and retain their fresh fruit natural color. The appearance of the fruit is thus more attractive as the color remains bright and does not fade as is usually the case when the fruit is canned. Frozen cherries stand up better when baked in pies, and, therefore, a smaller amount of them is required to make an attractive, tasty and better cherry pie.

Cherries frozen with sugar can be used for sauce without the addition of further sugar, and last but not least, cold pack fruits can be carried indefinitely with little or no deterioration or loss of either flavor, color or appearance.

To show the extent to which bakers are using frozen cherries one case was cited of a pie baker who formerly purchased 5,000 to 6,000 cases of canned cherries annually. He has now reduced his purchases of canned cherries to less than a carload and is using between 2,500 and 3,000 barrels of frozen cherries, each barrel holding 50 gallons.

Another pie baker who formerly purchases between 15,000 and 20,000 cases of fresh cherries is today buying between 3,000 and 4,000 barrels of frozen fruit. In Chicago alone 10,000 to 15,000 barrels of cherries are used yearly.

SHIPPING FROZEN FOODS.

(Continued from page 25.)

safety to allow for reasonable delay in transit. The development of the use of dryice in other fields has now extended to the point where these rates can be and are regularly offered to shippers in certain districts at a profit.

"The rate at which such service may be and will be extended to other districts and still further reduced in price seems to be largely a function of the rate at which the use of dryice for all purposes in United States increases, since the main factor influencing present prices for the product is the small volume it has hitherto been possible to market. The development and introduction of new equipment for using dryice for any purpose is unfortunately a time-consuming process, and the total volume sold in any year is strictly limited by the equipment and methods in actual use to absorb it. Regardless of process, location or other factors, lower prices are sound only through steady, orderly progress in the introduction of such new equipment and methods.

CO₂ Concentration Regulated.

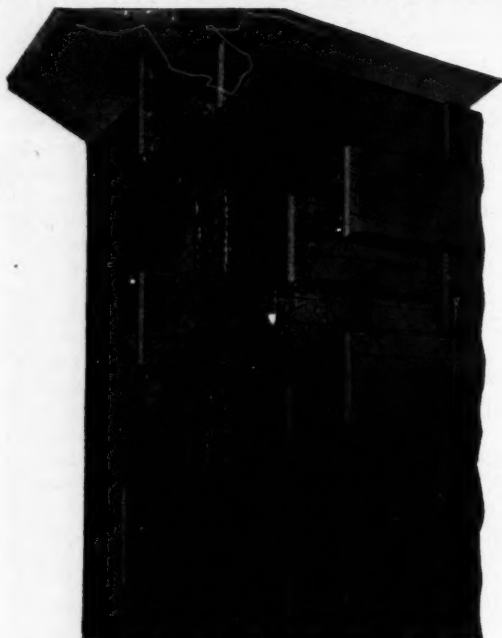
"As to the third problem—effective control of carbon dioxide concentration to obtain maximum benefit and insure against any possible damage from improper concentrations, it will be sufficient to state that the groundwork for the solution has been laid by the published work of Boyce Thompson Institute, U. S. Department of Agriculture, British Food Investigation Board, and others. Dry Ice Corporation, in cooperation with shippers, is making conservative practical experiments on carload test shipments of fruits and vegetables to reduce these results to practice on a commercial scale.

"Should they prove fully successful, dryice will be desirable from other points of view than its merit as a source of refrigeration,—if not, the method at the worst will have to take its place in the lists on the basis of its merit as a refrigeration procedure in competition based on cost, convenience, and results with other refrigerating schemes.

"As to the fourth problem—the sound and conservative introduction of a new method in a field that has made such tremendous forward strides in the past, 20 years with the use of a cheap, universally available, and more or less satisfactory refrigerant—water ice—it must be confessed that a dilemma is presented. As is often the case with new developments it appears that dryice car refrigeration can show advantages for the carriers and car owners only if widely used, and on the other hand will be widely used only if the advantages are first proved.

Nevertheless, a steady and orderly increase in tonnage of dryice sold annually for purposes entirely foreign to

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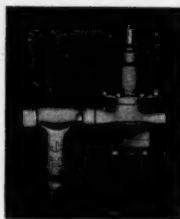
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Write for Prices and Delivery

car refrigeration encourages the hope that sufficient volume may yet develop to improve local availability and reduce prices to a more attractive level. No substantial increase in volume sold for car refrigeration, however, can possibly come into being quickly."

REFRIGERATION NOTES.

Carbon Dioxide & Chemical Co., Price, Utah, is considering the construction of a refinery and plant for the manufacture of solid carbon dioxide. Present plans call for its erection near Wellington, Utah.

The new solid carbon dioxide plant of the Michigan Alkali Co. will adjoin the company plant at Wyandotte, Mich. It will cost about \$100,000.

Plans are being prepared by the Canadian National Railway for the construction of a cold storage warehouse in Toronto, Canada.

A contract has been awarded by the Overland Terminal Warehouse for the construction in Los Angeles of a cold storage warehouse to cost \$1,000,000.

An addition will be built to the plant of the Petersburg Cold Storage Co., Petersburg, Alaska.

Plans are being prepared by the California Lime & Products for the construction in Antelope, Calif., of a plant to manufacture solid carbon dioxide.

A committee, of which H. C. Glover is chairman, has been appointed to consider the advisability of erection of a quick freezing plant in Newman, Ga.

Work has started on the construction of a modern ice manufacturing and cold storage plant in Cordele, Ga. It is being erected by the Atlantic Ice & Coal Co.

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on Mar. 31, 1931, with comparisons, are reported by the Chicago Board of Trade as follows:

	Mar. 31, 1931.	Feb. 28, 1931.	Mar. 31, 1930.
Meat pork, new, made since Oct. 1 '30, brie.	367	501	144
Other kinds of barreled pork, brie.	30,102	32,812	33,608
P. S. lard, made since Oct. 1 '30, lbs.	22,262,848	22,234,312	35,758,574
P. S. lard, made Oct. 1 '29 to Oct. 1 '30, lbs.			1,200,500
Other kinds of lard, lbs.	5,032,545	4,366,676	6,770,511
D. S. clear bellies, made since Oct. 1 '30, lbs.	14,000,960	11,239,021	13,110,250
D. S. clear bellies, made previous to Oct. 1 '30, lbs.			174,000
D. S. rib bellies, made since Oct. 1 '30, lbs.	2,257,947	2,518,767	752,555
Extra short clear sides, made since Oct. 1 '30, lbs.	66,958	67,300	70,866
D. S. short fat backs, lbs.	7,356,004	7,017,018	6,213,454
D. S. shoulders, lbs.	37,732,863	42,152,142	35,733,358
S. P. hams, lbs.	33,932,110	35,308,877	26,742,740
S. P. bellies, lbs.	26,963,718	27,429,897	24,966,829
S. P. California or picnic, S. P. Boston shoulders, lbs.	14,589,736	17,494,610	13,830,581
S. P. shoulders, lbs.	208,322	161,819	178,486
Other cuts of meats, lbs.	12,192,996	12,290,437	8,455,279
Total cut meats, lbs.	149,907,614	155,680,788	130,242,655

Meat Production and Consumption Statistics

Meat and livestock production and consumption for December, 1930, as compiled by the U. S. Bureau of Agricultural Economics, with comparisons:

	December			Total or average, January-December.		
	3-year average. ¹	1929.	1930.	3-year average. ¹	1929.	1930.
Inspected slaughter:						
Cattle, No.	695,363	658,069	691,556	8,770,493	8,324,067	8,170,373
Calves, No.	354,485	346,271	397,625	4,681,608	4,488,966	4,595,048
Carcasses condemned:						
Cattle, No.	5,896	5,519	5,501	67,138	61,440	54,096
Calves, No.	815	844	1,079	9,460	9,018	9,608
Average live weight:						
Cattle, lbs.	951.00	965.24	972.21	949.52	854.63	955.08
Calves, lbs.	174.63	175.00	173.24	176.06	176.31	174.76
Average dressed weight:						
Cattle, lbs.	510.74	515.62	524.06	510.48	517.24	523.05
Calves, lbs.	98.28	99.52	98.82	100.56	101.41	100.06
Total dressed weight (carcass, excl. condemned):						
Beef, M lbs.	345,411	336,406	359,555	4,441,523	4,274,949	4,245,408
Veal, M lbs.	34,761	34,377	39,187	469,049	452,633	458,908
Storage beginning of month:						
Fresh beef, M lbs.	58,715	70,390	54,894	42,048	52,408	55,980
Cured beef, M lbs.	20,759	23,054	18,408	19,407	19,196	21,347
Storage end of month:						
Fresh beef, M lbs.	69,750	77,330	55,649	42,183	52,423	54,182
Cured beef, M lbs.	23,498	26,653	19,636	19,445	19,595	20,763
Exports: M lbs.						
Fresh beef and veal	266	273	796	2,497	3,252	4,420
Cured beef	650	765	961	11,686	10,825	14,671
Canned beef	183	222	72	2,420	2,306	1,710
Oleo oil and sterin ²	4,532	5,197	4,748	74,410	72,140	61,616
Tallow	364	426	485	4,554	3,840	5,594
Imports: M lbs.						
Fresh beef and veal	3,164	1,042	247	47,925	42,862	9,513
Beef and veal, pickled or cured	(*)	238	2		9,362	2,101
Beef, canned	3,641	3,700	2,468	60,252	59,932	52,488
Receipts, cattle and calves ³	1,585	1,555	1,736	21,560	20,440	20,106
Price per 100 lbs.:						
Cattle, av. cost for slaughter	9.54	9.67	7.98	9.93	10.58	8.53
Calves, av. cost for slaughter	11.22	11.29	8.17	11.76	12.48	9.68
Cattle, good steers, Chicago	14.47	13.74	11.38	13.75	13.99	11.90
Veal calves, Chicago	12.65	12.54	8.74	13.22	13.58	10.46
Beef carcasses, good	20.70	20.34	16.75	20.63	21.39	17.93
Veal carcasses, good	20.67	22.45	17.07	22.08	23.59	19.44

HOGS, PORK, AND PORK PRODUCTS.

Inspected slaughter, No.	5,244,526	5,082,935	4,646,602	47,291,157	48,444,604	44,265,094
Carcasses condemned, No.	14,587	13,890	10,379	147,286	141,214	123,702
Average live weight, lbs.	221.39	223.64	226.48	231.44	231.72	231.20
Average dressed weight, lbs.	166.51	167.94	172.19	175.13	174.00	174.80
Total dressed weight (carcass excl. condemned)	871,403	851,300	798,311	8,246,789	8,430,318	7,717,718
Lard per 100 lbs. live weight, lbs.	15.19	15.58	14.34	15.50	15.75	14.90
Storage beginning of month:						
Fresh pork, M lbs.	72,343	84,667	77,137	158,062	204,412	150,358
Cured pork, M lbs.	384,728	404,962	334,567	529,240	560,137	460,505
Lard, M lbs.	60,643	68,517	31,582	131,092	154,343	88,874
Storage end of month:						
Fresh pork, M lbs.	134,181	145,078	122,064	180,399	203,850	148,518
Cured pork, M lbs.	470,636	475,908	398,198	533,707	562,611	454,089
Lard, M lbs.	74,067	82,068	51,434	132,584	154,083	86,320
Exports: M lbs.						
Fresh pork	1,319	2,099	1,534	11,062	13,530	17,573
Cured pork	20,582	20,006	13,354	289,526	318,905	247,596
Canned pork	586	772	688	5,556	10,240	12,197
Sausage	411	402	292	6,495	5,863	4,978
Lard	77,894	81,530	46,281	777,680	847,868	656,018
Imports: M lbs.						
Fresh pork	204	130	14	8,820	4,125	1,098
Pork, pickled, salted and other	(*)	193	201		2,311	1,583
Prepared or preserved hams, shoulders, and bacon	(*)	162	270		2,079	1,979
Receipts of hogs ³	4,413	4,256	4,002	44,012	44,097	40,774
Price per 100 lbs.:						
Av. cost for slaughter	8.71	9.22	7.92	9.78	10.06	9.40
At Chicago—Live hogs, med. wt.	8.98	9.44	8.02	10.22	10.52	9.94
At eastern markets—						
Fresh pork loins, 10/15 lbs.	17.27	18.58	17.44	21.83	22.42	21.51
Shoulders, skinned	14.47	15.64	14.44	16.18	17.57	16.56
Picnics, 6/8 lbs.	13.39	12.77	12.37	15.37	15.99	14.88
Butts, Boston style	16.89	18.03	16.38	19.97	21.14	19.84
Bacon, breakfast No. 1, sweet pickle cure, 8/10 lbs.	22.42	22.60	22.80	23.45	22.90	23.51
Hams, smoked, No. 2, 12/14 lbs.	21.72	21.58	20.48	23.15	23.73	22.50
Lard, hardwood tubs	12.93	12.20	12.15	13.47	13.21	12.17

SHEEP, LAMB, AND MUTTON.

Inspected slaughter, No.	1,079,225	1,000,989	1,426,416	13,464,857	14,023,362	16,696,570
Carcasses condemned, No.	1,534	1,788	1,911	19,274	23,361	18,618
Average live weight, lbs.	85.20	85.89	84.55	82.05	82.87	82.35
Average dressed weight, lbs.	40.04	40.16	39.93	38.92	38.96	38.96
Total dressed weight (carcass excl. condemned)	43,160	43,742	56,453	523,262	545,401	649,738
Storage, fresh lamb and mutton: M lbs.						
Beginning of month	4,819	5,194	4,628	3,121	3,679	4,745
End of month	5,116	5,317	4,677	3,142	3,653	4,692
Exports, fresh ² , M lbs.	45	78	57	1,006	1,009	1,617
Imports, fresh, M lbs.	149	63	1	3,575	4,811	351
Receipts of sheep ³	1,641	1,703	2,307	25,468	26,968	29,906
Price per 100 pounds:						
Average cost for slaughter	12.36	11.82	7.47	13.25	13.24	8.98
At Chicago—						
Lamb, 90 lbs. down, gd.-ch. ⁴	13.58	13.19	7.97	14.50	14.64	9.91
Sheep, medium to choice	6.28	5.41	3.22	7.10	6.87	4.32
At eastern markets—						
Lamb carcasses, good	24.06	25.22	17.32	26.69	27.41	21.04
Mutton, good	12.88	12.50	9.44	15.17	15.14	11.70

¹1927, 1928 and 1929. ²Weighted average for year. ³Including re-exports. ⁴Does not include re-exports for February. Correct figure on available at this date. ⁵Beginning January, 1930, lard sterin excluded. ⁶Not reported prior to January, 1928. ⁷Public stock yards. ⁸Prior to July, 1930, lambs, 84 pounds down.

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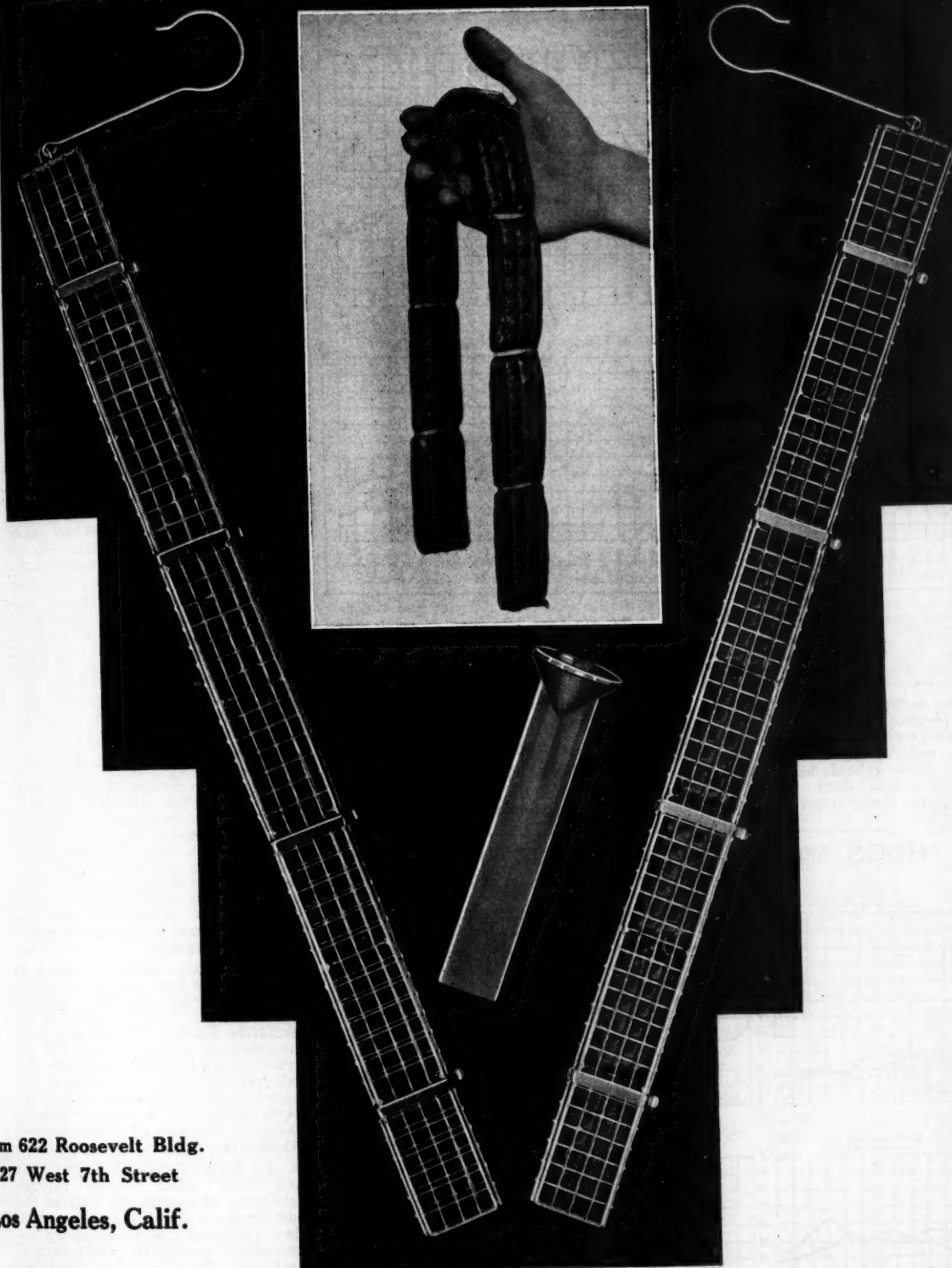
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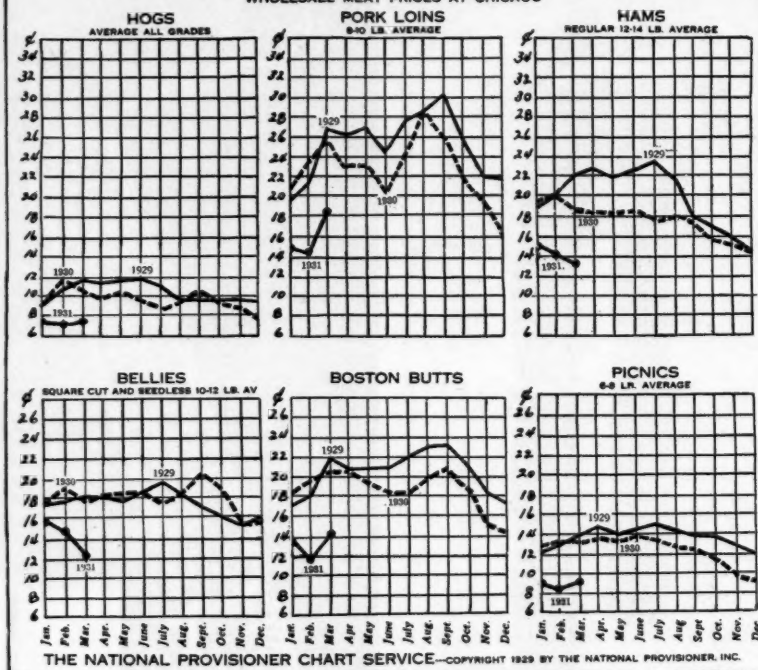
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GIMOLD COMPANY

HOGS AND FRESH PORK PRODUCTS

WHOLESALE MEAT PRICES AT CHICAGO



These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago during the first quarter of 1931, compared with trends of 1930 and 1929.

The disturbed economic situation and the reduced buying power of a considerable percentage of the population has been reflected in the price trend not only of live animals but of every product produced from these animals. While the total output of pork prod-

ucts has been less than in some other similar periods, it has exceeded the first quarter of many previous years. This, coupled with low consumptive demand, has resulted in heavy accumulations of all kinds of product and generally low price levels.

Fresh Pork Products.

Pork Loins.—Fresh pork loins declined steadily during the latter months of 1930 from the peak reached in July

and August. This decline was still evident through January and February of the new year, although to a less marked extent, but during March the price trend showed considerable strength. This was true particularly of the lighter averages. Good quality light hogs were in smaller supply and the production of this grade of loins met with a good outlet. No considerable quantities of light loins went to the freezer, the accumulations there consisting largely of the heavier averages.

Hams.—Green hams were weak during the first three months of 1930. Supplies were ample and demand slow. There was a slight flurry in the export trade for Easter but this outlet, also, has been rather weak.

Bellies.—The very light averages of green square cut and seedless bellies have held with good demand. Medium and heavier averages, on the other hand, were relatively easy with a fairly wide price differential. Supplies of the 10/12 lb. average were ample and prices have been consistently weaker so far this year.

Boston Butts.—This product continued its downward price trend through January and February but prices strengthened in March, particularly during the earlier weeks of the month, with weakness again evident toward the close of the period. Carlot trading on this commodity has been very slow.

Picnics.—While green picnics have shown no such marked fluctuations as some other product, the price trend has been downward, although during March when pork loin prices rose to higher levels there was a strengthening up in green picnic prices, the product being used in some classes of the trade as a substitute for loins.

Cured Pork Products.

S. P. Hams.—Prices of pickled hams were easy during January and February with the downward trend somewhat less evident in March. There has been no broad trade in this product, which has been available in good quantities at fairly steady to weak prices. During the first quarter of the year the average price of pickled hams was much lower than in the similar period of 1930 and 1929.

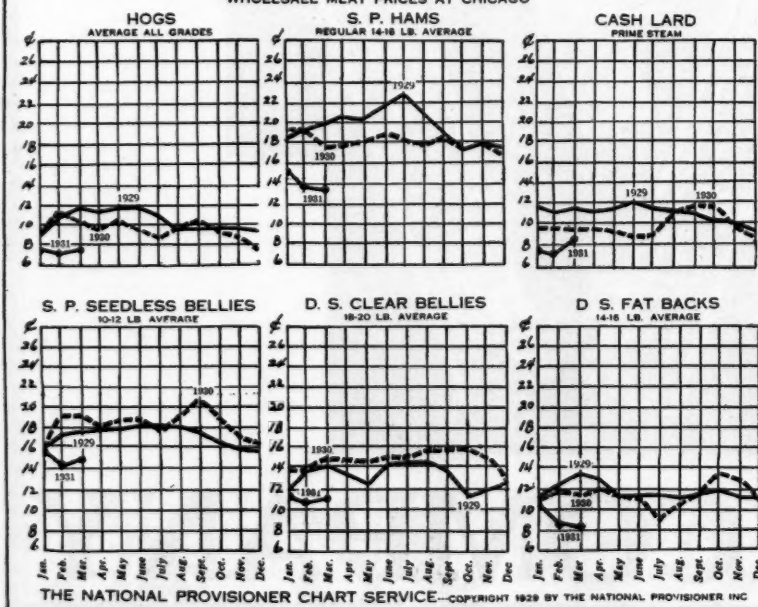
Lard.—Storage stocks of lard have been relatively less than those of any other product, but the price situation has depended in large measure on the speculative market. There was some strengthening during March but the market turned easier in the latter part of the month. There was a fairly satisfactory price differential on the export trade but the volume of business was rather slow on c.i.f. terms, the bulk of the buying being on consigned stock.

S. P. Bellies.—Pickled bellies have found their outlet largely through smokehouse channels, the bulk of the trade being on the dry cured product. This cut enjoyed the general price upturn evident during the early part of March, but settled into a quieter situation as the month drew to a close.

D. S. Clear Bellies.—While there has been a very light trade in clear bellies, production has been correspondingly small compared with some other years, particularly on the extremely heavy averages, with only a moderate supply of medium averages. There has been

HOGS AND CURED PORK PRODUCTS

WHOLESALE MEAT PRICES AT CHICAGO



Provision and Lard Markets

WEEKLY REVIEW

Trade Active—Market Steadier—Hog Run Moderate—Hogs Easier—Cash Trade Quiet—Outward Movement Fair—Stock Increase Small.

There was a fairly active trade in hog products the past week, and the market developed a steadier tone, particularly in lard. While hedge pressure continued active through packers and warehousemen and further commission house liquidation in lard was experienced, there was rather persistent absorption on a scale-down. This took the surplus out of the market and brought about a steadier tone in spite of new lows for the season in the grain markets.

A report circulated that leading interests had accumulated over 10,000,000 lbs. of lard the last week or two. This was credited partly to eastern account, but in the main was put down to one of the leading packing interests. There was little question but that the buying, regardless of where it came from, served to bring about some change in sentiment for the better.

The hog run was moderate, but hog prices were rather easier. The average price of hogs at Chicago for the week ended March 28, was 7.44c, against 7.59c the preceding week, and 9.98c the same week last year. Receipts for the week at the seven markets totaled 418,765, against 468,265 the previous week and 458,754 the same week a year ago. The average weight of hogs received at Chicago last week, however, was 245 lbs., the same as the previous week but 13 lbs. heavier than the same week a year ago. During the week the average price of all grades of beef cattle at Chicago was 8.22c against 8.34c the preceding week and 12.12c the same week in 1930.

Lard Trade Quiet.

There were complaints of a quiet domestic trade in lard and inactivity in

very little inter-packer buying and the demand for low-priced product from the southern trade has been a depressing factor.

D. S. Fat Backs.—The market for this product has been extremely slow. There was some scattered buying on the part of operators who had exhausted their stocks but otherwise the outlet has been through regular distributive channels. The export trade on fat backs has been very light.

Hogs.

Hog prices continued weak during January and February when the winter hog runs were under way. With some lightening up during March and some decline in the quality of the general runs, the better grades brought good prices which resulted in some strengthening in average price. Hogs have been in ample supply in view of the outlet for product and price levels have ruled well under those of the first quarter of each of the two earlier years.

export circles, but domestic distribution continued fairly good, and the stocks gained little or nothing during the past month. The outward movement of lard for the week ended March 31 was comparatively smaller, being officially reported at 8,383,000 lbs., against 14,521,000 lbs. the same time last year, bringing the exports January 1 to March 21 to 170,747,000 lbs., against 179,155,000 lbs. during the like period last year.

The February exports of lard, according to the U. S. Dept. of Commerce, were 68,759,575 lbs., against 65,953,250 lbs. in February, 1930. Exports of hams and shoulders during the month were 5,548,492 lbs., against 9,212,934 lbs.; bacon, 4,801,389 lbs., against 12,183,535 lbs.; fresh pork, 994,384 lbs., against 3,035,027 lbs.; Cumberland sides, 127,404 lbs., against 383,113 lbs.; pickled pork, 1,612,898 lbs., against 2,263,204 lbs. last year.

Quite a little attention was given a private report which placed the number of hogs in the U. S. on April 1

at about 1 per cent less than a year ago. The number of breeding sows was estimated at about 3 per cent more than a year ago.

At Chicago the lard stocks during March increased 694,000 lbs., totaling 27,295,593 lbs., against 26,600,988 lbs. on March 1, and comparing with 43,828,385 lbs. on April 1 last year. The small increase in lard stocks was more or less surprising to some in view of the heavier weight hogs. In speculative quarters a feeling was current, that the run of hogs must be kept at the recent pace or better in order to prevent the lard stocks from running down considerably. On the other hand, some in the trade pointed to the rapidly approaching warm weather when there is ordinarily a seasonal falling off in consumption of fats.

PORK—The market was quiet in the East, but was rather steady. Mess at New York was quoted at \$26.50; family, \$27.50; fat backs, \$19.50@22.50.

LARD—A steady market and a fair

Hog Cut-out Losses Average Higher

While hog supplies were only slightly smaller than those of a week ago, the decline being attributable in large measure to storm conditions prevailing through parts of the production belt during the early part of the week, prices averaged higher and cutting losses increased.

At Chicago, the general character of the run was better than in some earlier periods, more of the lightweight hogs being in well finished condition although this class of hogs is in relatively small supply. Heavy butchers were in well finished condition, and the bulk of the hogs received averaged over 250 lbs.

Some strengthening in general trade conditions occurred toward the close of March, but the fresh pork market was rather dull, with the market for fresh shoulders and Boston butts disappointing for this season of the year.

Although storage stocks on April 1 showed some decline from those of a month earlier, with the exception of dry salt meats, stocks are well above

those of last year. Packers can well consider their inventories, not only from the standpoint of value but quantity, in the light of increased prices for live hogs. Some operators are finding it advantageous to buy their fresh pork needs, even though this is not an especially profitable arrangement, rather than increasing their stocks of other cuts.

While hog runs are showing some seasonal decline, indications are that normal spring and summer runs will prevail, which will be quite sufficient, with storage stocks on hand, to take care of both domestic and foreign trade unless the general industrial situation should show a sharp upturn.

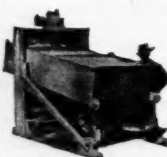
The following test, worked out on the basis of live hog and product prices at Chicago during the first four days of the current week, show cutting losses ranging from a low of \$1.05 per head on the 160- to 180-lb. averages, to \$2.28 on the 225- to 250-lb. averages.

Arbitrary figures are used for both costs and credits, but these are believed to be fairly representative of general conditions. However, each packer should substitute his own figures in working out this all-important test.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.97	\$1.77	\$1.71	\$1.65
Picnics	.51	.47	.45	.59
Boston butts	.55	.55	.55	.55
Pork loins (blade in)	1.50	1.42	1.13	1.62
Bellies, light	1.76	1.62	.78	.20
Bellies, heavy	....	....	.51	.98
Fat backs	....	.09	.31	.41
Plates and jowls	.11	.12	.15	.18
Raw leaf	.15	.16	.17	.17
P. S. lard, rend. wt.	1.08	1.18	1.08	.90
Spare ribs	.09	.08	.08	.08
Regular trimmings	.12	.12	.12	.12
Rough feet	.03	.03	.03	.03
Tails	.02	.01	.01	.01
Neck bones	.04	.06	.03	.03
Total cutting value	\$7.99	\$7.65	\$7.16	\$6.90
Total cutting yield	66.00%	68.00%	70.00%	71.00%
Crediting edible and inedible offal to the above total cutting values and deducting from these sums the live cost of hogs plus all expenses, the following results are shown:				
Loss per cwt.	\$.62	\$.80	\$.98	\$.74
Loss per hog	1.05	1.60	2.28	2.13



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demand prevailed in the East, but export trade appeared slow. At New York, prime western was quoted at \$9.40@9.50; middle western, \$9.25@9.35; city, 8½¢; refined continent, 9¢@9½¢; South America, 10¢; Brazil kegs, 11¢; compound, car lots, 10¢@10½¢; smaller lots, 10¢@10½¢.

At Chicago, regular lard in round lots was quoted at 2½¢ under May; loose lard, 57½¢ under May; leaf lard, 90¢ under May.

BEEF—Demand was fairly good in the East, and the market was steady at New York. Mess was quoted nominally, packet \$14.00@15.00; family, \$17.00@18.50; extra India mess, \$32.00@34.00; No. 1 canned corned beef, \$3.25; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

JAN. MEAT CONSUMPTION.

Federally inspected meats apparently available for consumption in January, 1931, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

BEEF AND VEAL			
	Consumption, Lbs.	Per capita consumption, Lbs.	
Jan., 1931	384,000,000	3.1	
Dec., 1930	398,000,000	3.2	
Jan., 1930	416,000,000	3.4	
PORK AND LARD			
Jan., 1931	659,000,000	5.3	
Dec., 1930	608,000,000	4.9	
Jan., 1930	683,000,000	5.7	
LAMB AND MUTTON			
Jan., 1931	58,000,000	.47	
Dec., 1930	56,000,000	.46	
Jan., 1930	51,000,000	.42	
TOTAL MEATS			
Jan., 1931	1,101,000,000	8.9	
Dec., 1930	1,062,000,000	8.6	
Jan., 1930	1,159,000,000	9.5	

Stocks at 7 Markets

Stocks of pickled meats on hand at the seven principal markets of the country showed a decline during March, the strongest decline being evident in regular and skinned hams which were 12,000,000 lbs. less than on March 1. Picnics declined approximately 3,500,000 lbs.

Dry salt meats and lard, on the other hand, showed considerable increases, bellies increasing 8,000,000 lbs. and fat backs 1,600,000 lbs. Total lard stocks increased nearly 4,000,000 lbs.

Stocks of all meats, with the exception of S. P. picnics, are considerably higher than a year ago, but lard stocks are some 20,000,000 lbs. under those of April 1, 1930.

While stocks of dry salt meats are considerably larger than those of a year ago, that was a period of some of the lowest stocks in years and current supplies are not abnormally heavy for the close of the winter packing season.

Hog receipts at the 11 principal markets of the country were approximately 40,000 head less than those of March, 1930, and for the first three months of the year some 136,000 head less. The relatively larger stocks of all meats on hand during the current period can be attributed, therefore, to decline in consumption rather than to any marked increase in supplies.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on March 31, 1931, with comparisons, as especially

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compiled by THE NATIONAL PROVISIONER
are reported as follows:

	Mar. 31, 1931.	Feb. 28, 1931.	Mar. 31, 1930.
Total S. P. meats	223,077,599	240,064,094	202,159,939
Total D. S. meats	63,165,627	53,877,523	43,388,996
Total all meats	312,789,583	320,140,408	203,866,111
S. P. lard	32,183,293	29,274,616	46,489,111
Other lard	19,332,798	9,531,715	16,906,251
Total lard	42,526,088	38,806,331	63,395,362
S. P. regular hams	67,932,232	76,802,938	63,106,717
S. P. sknd. hams	69,252,234	72,881,333	57,929,537
S. P. bellies	60,204,834	60,945,072	55,463,650
S. P. picnics	25,513,331	28,962,725	25,250,891
D. S. bellies	41,136,314	32,932,094	20,404,719
D. S. fat backs	20,739,692	19,181,561	12,662,994

MEAT IMPORTS AT NEW YORK.

Imports of meats and products at New York, week ended Mar. 28, 1931:

Point of origin.	Commodity.	Amount.
Canada—Bacon		511 lbs.
Canada—Calf livers		1,432 lbs.
Canada—Pork tenderloins		640 lbs.
England—Beef extract		2,280 lbs.
England—Bacon		740 lbs.
England—Hams		296 lbs.
France—Sausage		1,516 lbs.
France—Tripe		127 lbs.
Germany—Ox mouth salad		297 lbs.
Germany—Ham		1,532 lbs.
Germany—Gravy cubes		12,900 lbs.
Italy—Hams		3,586 lbs.
Italy—Sausage		67,729 lbs.
Norway—Meat balls		797 lbs.

GERMAN HOG PRICES DOWN.

Hog prices in Germany, after having been comparatively high over a period of approximately two years, have gradually declined and are now at a low level. The prices in January, 1931, were about 45 per cent lower than during the high period, September to October, 1929, according to reports received by the U. S. Department of Commerce.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The tallow situation in the East, after showing considerable strength last week, extra selling up to 4% c, had a setback due to the rapidity of the advance, which amounted to a cent or more per pound from the low point. Consumers refused to follow the upturn further, and while larger producers remained firm in their ideas and were anticipating still higher levels during April, there was some increase in pressure of outside stuff. This brought about a setback of %c per pound from the highs.

Probably 1,000,000 lbs. or so changed hands on the setback. A sale of 100 drums was made at 4% c, followed by sales at 4½ c. Later around 400,000 lbs. changed hands at 4¾ c f.o.b. New York. The undertone was barely steady at the decline, but sentiment was divided. Some of the larger producers expressed satisfaction at the attitude of the smaller factors in selling ahead around this level.

The feeling continued that consumers' requirements would continue good during the present month, and with no particular accumulation on the part of producers, a two-sided market was anticipated. A weaker feeling in some of the other commodities and in stocks exerted some influence. There were sales of edible tallow in this market, probably for export, at the 6c level.

At New York, special was quoted at 4% c; extra, 4% c; edible, 6c.

At Chicago, producers appeared well sold up in most directions, following considerable activity the past fortnight for future shipment. The undertone was steady, with edible quoted at 5% @6c; fancy and prime packer, 5c; No. 1, 4@4½c; No. 2, 3½c.

There was no auction at London this week. Argentine beef tallow at London, April-May, was quoted at 23s 9d, off 9d for the week; Australian good mixed tallow at London, 23s 3d, up 9d.

STEARINE—The market ruled quiet but firm with inquiry fair. Offerings light and rather firmly held. At New York, oleo was quoted at 8% @9c. At Chicago the market was firm at 8@8½c.

OLEO OIL—Trade was rather quiet, but the market held about steady, with extra New York quoted at 7% @7½c; prime, 6@6½c; lower grades, 5% @6c. At Chicago, extra was quoted steady at 7c.

See page 45 for later markets.

LARD OIL—Consuming demand was on a fair scale, and the market at New York ruled firm. Edible was quoted at 12½c; extra winter, 9% c; extra, 8% c; extra No. 1, 8½c; No. 1, 8c; No. 2, at 7% c.

NEATSFOOT OIL—Demand was small and routine, but with raw materials firm the tone was steady. At New York, pure was quoted at 10½c; extra, 8½c; No. 1, 8½c; cold test, 15% c.

GREASES—After showing considerable strength in a fairly active market, following to some extent the strength in tallow, an easier feeling de-

veloped due partly to a letup in demand, and partly to the result of a feeling that the upturn had been too rapid. Sentiment as a whole was more mixed when tallow eased somewhat, but there was no particular pressure of greases on the market. The recent buying movement appeared to have created a fairly well sold-up condition in the East, and there was a rather confident feeling that soapers would require further supplies during the present month.

At New York yellow and house were quoted at 3½ @4c according to quality; B white, 3% @4c; A white, 4@4½c; choice white, 5% c.

At Chicago, good inquiries for yellow greases were reported, but demand for choice white was rather quiet. A fairly steady market prevailed, however, with indications that producers were rather closely sold up. At Chicago, brown was quoted at 3% c; yellow, 3% @4c; B white, 4% c; A white, 4% @4½c; choice white, all hog, 4% c.

By-Products Markets

Chicago, April 2, 1931.

Blood.

The market is quiet but offerings are not plentiful. Prices are nominal.

	Unit
	Ammonia.
Ground and unground.....	\$2.35@2.40

Digester Feed Tankage Materials.

Demand is improving, and there has been considerable trading. Prices show no change.

	Unit
	Ammonia.
Unground, 11% to 12% ammonia.....	\$2.20@2.25 & 10c
Unground, 6 to 8% ammonia.....	2.20@2.25 & 10c
Liquid stick	1.75
Steam bone meal, special feeding, per ton	30.00

Packinghouse Feeds.

Prices were reduced \$5.00 per ton this week. Prices are quoted on carload basis, f.o.b. producing plants.

	Per Ton.
Digester tankage, meat meal.....	\$40.00
Meat and bone scraps, 50%	40.00

Fertilizer Materials.

The market for fertilizer materials continues quiet with little trading reported. Prices have shown no change since last week.

	Unit
	Ammonia.
High grd. ground, 10@11% am.....	\$2.00@ 2.25 & 10c
Low grd. and ungr., 6-9% am.	2.00@ 2.25 & 10c
Bone tankage, low grd., per ton	15.00@16.00
Hoof meal	2.00@ 2.25

Dry Rendered Tankage.

Dry rendered tankage is showing a better tone. Sales continue to be made at 55c.

	Per Ton.
Hard pressed and exp. unground, per unit protein .....	.55@ .60
Soft prod. pork, ac. grease & quality	35.00@40.00
Soft prod. beef, ac. grease & quality	30.00@35.00

Bone Meals (Fertilizer Grades).

The bone meal market is showing little activity. Quotations are nominal.

Raw bone meal for feeding.....	\$32.00
Steam ground, 3 & 50.....	20.00@21.00
Steam, unground, 3 & 50.....	15.00@16.00

Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade.....	\$75.00@150.00
Mfg. shin bones.....	65.00@110.00
Cattle hoofs.....	20.00@25.00
Junk bones.....	16.00@17.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Little activity reported. Prices are mostly nominal.

	Per Ton.
Kip stock	\$28.00@30.00
Calf stock	42.00@45.00
Hide trimmings (Old style).....	28.00@30.00
Hide trimmings (New style).....	22.00@24.00
Horn pits	25.00
Cattle jaws, skulls and knuckles.....	23.00@24.00
Sinews, pizzles	28.00@30.00
Pig skin scraps and trim., per lb....	@ 2½

Animal Hair.

The animal hair market is very quiet. Prices are nominal.

Summer coil and field dried.....	1¼ @ 1½c
Processed, black winter, per lb.....	5% @ 6c
Processed, grey, winter, per lb.....	4% @ 5c
Cattle switches, each*.....	1¼ @ 1½c

* According to count.

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, Apr. 1, 1931.—There has been quite some variation in the prices at which tankage, both ground and unground, has been selling during the past week. This is largely because of the difference in quality. Ground tankage sold at prices ranging from \$2.25 and 10c to \$2.75 and 10c, and unground tankage at prices ranging from \$2.10 and 10c to \$2.40 and 10c basis f.o.b. New York. Stocks are light in both ground and unground tankage.

Ground dried blood is being offered at \$2.85 per unit f.o.b. New York, at which price last sales were made.

Foreign bonemeal, steamed 3 per cent and 50 per cent, has been in good demand and prices are higher, especially for quick shipment from Europe. Domestic quotations, which are somewhat higher in price, remain about the same.

Nitrate of soda has been in better demand and the price of this material remains unchanged.

ARGENTINE MEAT EXPORTS.

Exports of meats from Argentina during January, 1931, are reported as follows to the U. S. Department of Commerce:

	Jan.'31. Met. tons.	Jan.'30. Met. tons.
Frozen beef	9,800	10,200
Chilled beef	30,000	33,500
Frozen mutton	6,800	10,000
Preserved meat	4,200	4,170
Tallow	4,900	4,900

THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

PROTEST TAX ON SHORTENING.

Vigorous protests against pending legislation in a number of Northern states, seeking to curtail or prohibit the sale and use of cottonseed oil in the form of shortening, were voiced by members of the National Cottonseed Products Association at a group conference held in Memphis, Tenn., recently.

A tax of 5c lb. on vegetable shortening is in effect in South Dakota. Practically identical bills have been introduced in other states. The annual value of the cottonseed crop is about \$200,000,000. Cottonseed oil is the most valuable product of this crop, and the greater part of this oil is marketed as shortening.

Cotton growers, public officials and business men generally in the South, alarmed over legislation pending in the Iowa, Ohio, Illinois and Wisconsin legislatures discriminating against cottonseed oil products, are moving to make vigorous protests against it. The proposed legislation is directed at vegetable shortening and the opposition to the measures in the South is based on the fact that 80 per cent or more of the cottonseed oil of the South is sold in the form of vegetable shortening.

Charles G. Henry, of Memphis, president of the Mid-South Cotton Growers' Association, sent a telegram to H. H. Hanson, chairman of the agricultural committee of the Iowa House of Representatives, protesting vigorously on behalf of the cotton producers of the Mississippi valley against a bill before that body to impose a tax of 3 cents a pound on vegetable shortening. In his telegram he said that "tariff fights between nations are bad enough, and we should not start fights among the states."

In South Carolina former United States Senator Christie Benet, general counsel of the National Cottonseed Products Association, issued a statement in which he declared the legislation "un-American and in violation of one of the fundamental principles on which this nation has been built."

S. P. Storrs, commissioner of agriculture of Alabama, declared that "it is very deplorable that an attempt be made by the various states to erect artificial barriers which are thoroughly unsound and undesirable." He added that "ever since the civil war the cotton states have had their smoke houses in the cornbelt" but declared that if this legislation passes "the only thing left for us to do would be a policy of retaliation."

Governor R. S. Sterling of Texas has written a letter to Governor Dan W. Turner of Iowa calling his attention "to the great injury the passage of such discriminatory legislation would do to the South's great industry."

C. O. Moser, of New Orleans, vice president of the American Cotton Cooperative Association, overhead organization of all of the cotton cooperative marketing associations in the South, declared that the proposed legislation "is both unfair and in violation of the spirit of the constitution and if pursued must necessarily lead to retaliatory action by cotton-producing states." Dr. Tait Butler, agricultural editor of Memphis, Tenn., declared that "legislation of any state, taxing a legitimate and wholesome food product of another state, is unwise, because unfair and vicious. Eventually it can only lead to the injury of those states which resort to it."

VEGETABLE OIL CREAM.

A new product which consists of milk blended into an emulsion with a proportion of fine edible vegetable oil corresponding to the fatty content of ordinary cream, and which is used as a substitute for fresh cream, is being manufactured by four Danish firms, according to a report by the U. S. Department of Commerce.

This product, the report states, is sterilized and sold under the names "Credin" and "Malga," in hermetically sealed tins, and "Milco" in bottles, each in two qualities, one containing a small proportion of fat and intended for use with coffee, tea and fruit dishes, and the other of richer quality suitable for whipping into a froth like ordinary double cream.

The manufacture of this cream substitute, which is sold both in Denmark and abroad, was inaugurated a comparatively short time ago, but is finding a ready market in Denmark, the Commerce Department states.

COCOANUT OIL IMPORTS.

Total imports of cocoanut oil and copra into the United States during December, 1930, are reported as follows by the U. S. Department of Commerce: Cocoanut oil, 30,953,202 lbs., valued at \$1,787,229; copra, 74,837,817 lbs., valued at \$2,362,561. The bulk of the imports came from British Malaya and the Philippine Islands.

PHILIPPINE COPRA EXPORTS.

Copra cake and meal exports from the Philippines during February, 1931, were 6,663 metric tons, of which the United States took 900 metric tons, according to the U. S. Department of Commerce. Supplies of copra cake and meal on hand at Manila on March 1 were 4,305 metric tons.

FIJI COPRA EXPORTS.

Exports of copra from the Fiji Islands to the United States during 1930 totaled 31,647,681 lbs. valued at \$1,159,635. During 1929, similar exports totaled 39,732,313 lbs. valued at \$1,709,568.

TO DIVORCE GINS AND MILLS.

Separation of cotton ginning and cotton seed milling is sought in a bill introduced in Texas. Severe penalties are provided for violation. Incorporation for the dual purpose of ginning and oil mill operations is forbidden, and where it has already occurred the corporations are given until January 1, 1932, to divorce all connections.

The bill is made to apply to outside as well as domestic corporations. Oil mills can not own gins, directly, indirectly or remotely, nor can gins own oil mills. The emergency clause recites that mills owning gins are in a more favorable competitive position, "many times to the detriment of the independent ginner."

P. & G. BUYS COTTON OIL CO.

Procter & Gamble Company has completed its plan to acquire the business and properties of the Portsmouth Cotton Oil Refining Company, makers of vegetable shortening and salad oils, according to an announcement by R. R. Deupree, president of P. & G. Business of the Portsmouth organization has heretofore been principally confined to the hotel, restaurant and institution field on the Atlantic and Pacific seaboard. The announcement indicates that the Portsmouth plant at Portsmouth, Va., will be enlarged to make P. & G. products in addition to its present output.

COPRA PRODUCTION COSTS.

Under most favorable conditions prevailing in Tayabas Province, which produces 30 per cent of Philippine copra, the total of the costs of growing coconuts, preparing copra and delivering it to Manila is shown to be \$2.65 per 100 lbs., according to the U. S. Department of Commerce. On the other hand, the average cost of producing a copra crop in this same province, which takes into consideration the interest on capital invested in non-bearing trees, is \$3.77 per 100 lbs. In the first instance capital cost slightly exceeded 60 per cent and in the average cost represented 72 per cent of the total cost of delivering copra to Manila.

FEB. MARGARINE EXPORTS.

Exports of oleomargarine from the United States during February, 1931, totaled 45,241 lbs., according to the U. S. Bureau of Agricultural Economics. Panama and the British West Indies took most of the total; Panama, 12,420 lbs., and the British West Indies, 21,105 lbs. Total exports for February, 1930, were 50,714 lbs.

COCOANUT OIL EXPORTS.

Cocoanut oil exports from the Philippines during February, 1931, totaled 9,367 metric tons of which 6,881 metric tons came to the United States, according to the U. S. Department of Commerce. Stocks at Manila on March 1 were 17,359 metric tons.

HULL OIL MARKETS.

Hull, England, Apr. 1, 1931.—(By Cable)—Refined cottonseed oils, 23s 6d; Egyptian crude cottonseed oil, 20s 6d.

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

Vegetable Oil Markets

WEEKLY REVIEW

Trade Inactive—Undertone Steady—Cash Demand Fair—Crude Quiet But Firm — Lard Steadier — Cold Wet Weather Delaying Planting.

The awaiting attitude in cotton oil futures on the New York Produce Exchange, so much in evidence of late, continued again the past week. The market marked time pending some new incentive. There was a little evening up in the May delivery and a scattered trade in other months, while some switching from the nearbys to the futures was on again, but operations were without feature. Commission houses were on both sides, and the locals did practically nothing.

There continued an important lack of leadership on both sides. Notwithstanding limited buying power, the undertone remained very steady in spite of outside developments. There was little or no liquidation in oil, and no selling pressure of importance. Complaints of quietness in cash oil trade were again current, and cotton was easier, apparently influenced by continued weakness in the stock market. Lard was steadier, and reports were current of active accumulation of lard futures by leading packinghouse interests.

Conditions within the market itself continued very steady. There is gradual distribution, which refining interests intimate is on a satisfactory scale. There is little or no pressure of actual oil on the market, and crude oil in the South was rather firm throughout the week, buyers bidding 6½c in the Southeast and Valley and getting very little. In Texas, crude was 6½c nominal. Reports indicated that a little was offered here and there at the 7c level.

Cotton Planting Delayed.

Expectations among the trade were that March oil consumption would prove sufficiently large to make for further favorable statistics in the next Government report. The fact that lard stocks are not accumulating to any extent was attracting some attention, the Chicago stock increasing 694,000 lbs. during March and totaling 27,295,393 lbs. on April 1, against 43,828,385 lbs. the same time last year. An easier feeling in tallow and other inedible fats

came in for some consideration, but the latter was not surprising owing to the rapid advance of late.

The weather in the South was wet and rather cold, freezing temperatures being reported at times well into the Cotton Belt. This, it was intimated, was delaying new crop preparations somewhat. The moisture, however, should ultimately prove favorable as the subsoil has been dry and rain had been badly needed in many localities. The weekly weather report said a little corn and cotton were planted in the South, but germination has been slow and uncertain because of rain and low temperatures. The ground was too wet to work in much of the Cotton Belt.

Private reports on the acreage the past week indicated a decrease of 8.4 to 11.2 per cent, one leading interest anticipating a reduction of 3,840,000 acres with the probable losses as follows: Arkansas, 13 per cent; Louisiana and Oklahoma, 11 per cent; Mississippi, 10 per cent; South Carolina and

Georgia, 9 per cent; Missouri, 8 per cent; North Carolina, 7 per cent; Tennessee and Alabama, 5 per cent; Texas, 7 per cent. The Government intention to plant report indicated an intention in the cotton states to increase the corn acreage 2,314,000 acres and increase the oat acreage 1,477,000 acres or an increase in the two grains or 3,791,000 acres.

Little Change in Conditions.

There was little or nothing in the general run of news or market developments in oil the past week to indicate any particular change in conditions from those which have prevailed of late. The fact that the market has been able to stand on its own legs irrespective of outside developments makes for cautiousness in pressing the short side, but the outside developments have served to minimize speculative buying power. The larger trade factors are still willing to let the market take its course apparently, as they are doing little or nothing. But the fact that they are carrying stocks and displaying no uneasiness whatsoever is still taken as indicating a friendly attitude to the market at these levels.

The position of lard is such that few look for any drastic declines from these levels, and such being the case, the average trader is placed in a position of awaiting some new feature which it is felt will not materialize until the new crop situation develops more clearly. The weather in the South is gradually becoming a more vital factor, and it will be but a short while now when the acreage to the new crop will be pretty closely determined.

COCOANUT OIL—While a firm tone featured the market of late, with strength in competing quarters and a fair demand for coconut oil, there was a tendency to back away from the market when an easier feeling developed in other quarters. There were reports of sales of bulk oil at New York at 4¼c, while tanks were quoted at 5c and Pacific Coast tanks at 4¼@4½c.

CORN OIL—Demand was fair, but the market was about steady with prices f.o.b. mills quoted at from 6½@7¼c, according to seller.

SOYA BEAN OIL—There was nothing new in this quarter. Trade ruling

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Apr. 2, 1931.—Cotton oil markets are inactive but the undertone is steady. Mills are expecting 7c lb. or higher for small unsold stocks of crude, as against 6½c now bid for Texas and 6½c for Valley. Bleachable is a shade lower at 7.82c lb. bid, 7.95c pound asked, loose New Orleans. Offerings are limited. Cotton acreage reduction is likely to average above 10 per cent.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Apr. 1, 1931.—Crude cottonseed oil, 6½c; forty-one per cent protein cottonseed meal, \$26.50; loose cottonseed hulls, \$9.00 nominal.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Apr. 2, 1931.—Prime cottonseed oil, 6¼@7c; forty-three per cent meal, \$26.00; hulls, \$10.00; mill run linters, 1¼@2¼c.

TRADE AT NEW YORK

HEDGE AT NEW YORK

Cotton Seed Oil Futures Market

Contract 60,000 pounds loose in licensed bonded warehouses; New York and Southern deliveries. Grade bleachable prime summer yellow oil. An equitable contract for all concerned—the producer, the consumer, and speculator, with carrying charges on a fixed basis by the exchange.

Why not trade where you have an equal advantage?

NEW YORK PRODUCE EXCHANGE

HEDGE AT NEW YORK

TRADE AT NEW YORK

quiet and the market was more or less nominal. Tanks at New York were quoted about steady at 6¼@6½c.

PALM OIL—Activity in this quarter was rather limited, as the larger importers were not offering to any extent. There was a fair business on the strength in tallow, but when the latter eased, demand for palm oils quieted somewhat. At New York, spot Nigre was quoted at 5@5¼c; shipment Nigre, 4.30c; 12½ per cent acid oil, 4½c; 20 per cent acid, 4½c; and 30 to 40 per cent acid, 4¼c.

PALM KERNEL OIL—A limited consuming interest was reported at New York, but offerings were not pressed. Tanks were rather steady at 5@5¼c.

OLIVE OIL FOOTS—Spot supplies at New York were rather light and firmly held. The market was quoted at 7@7¼c, but demand for shipment foots was rather slow and the market was barely steady at 5¼@6c.

RUBBERSEED OIL—Market nominal.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

COTTONSEED OIL—Demand was fair, but store supplies at New York were light and trade, as a result, was limited. Crude oil was quiet but firm. Southeast and Valley, 6½c bid; Texas, 6½c nominal, with reports indicating a little oil available at the 7c level.

COTTONSEED OIL—Market transactions at New York:

Friday, March 27, 1931.

	Range		Closing	
	Sales	High	Low	Bid. Asked
Spot		750	a	....
Apr.		790	a	....
May		800	a	810
June		800	a	810
July	4	807	806	807 a 806
Aug.		805	a	820
Sept.		817	a	822
Oct.		800	a	825
Nov.		770	a	820

Sales, including switches, 8 contracts. Southeast crude, 6½c bid.

Saturday, March 28, 1931.

Spot	790	a	....
Apr.	790	a	....
May	800	a	808
June	800	a	815
July	805	a	807
Aug.	805	a	818
Sept.	817	a	823
Oct.	800	a	819
Nov.	770	a	819

Sales, including switches, none. Southeast crude, 6½c bid.

Monday, March 30, 1931.

Spot	775	a	....
Apr.	785	a	....
May	6 802	800	800 a 804
June	800	a	815
July	803	a	810
Aug.	805	a	820
Sept.	813	a	820
Oct.	795	a	820
Nov.	770	a	820

Sales, including switches, 6 contracts. Southeast crude, 6½c bid.

Tuesday, March 31, 1931.

Spot	775	a	....
Apr.	785	a	....
May	1 800	800	800 a 803
June	800	a	810
July	805	a	810
Aug.	805	a	820
Sept.	811	a	822
Oct.	793	a	820
Nov.	770	a	800

Sales, including switches, 1 contract. Southeast crude, 6½c bid.

Wednesday April 1, 1931.

Spot	775	a	....
Apr.	785	a	....
May	2 800	800	800 a 804
June	800	a	810
July	803	a	810
Aug.	805	a	820
Sept.	811	a	820
Oct.	793	a	820
Nov.	770	a	820

Sales, including switches, 2 contracts. Southeast crude, 6½c bid.

Thursday, April 2, 1931.

Apr.	780	a	....
May	800	794	793 a 798
June			795 a 802
July	802	796	799 a 802
Aug.			800 a 815
Sept.	811	810	810 a
Oct.			785 a 815
Nov.			775 a 815

PACKINGHOUSE BY-PRODUCT YIELDS.

The estimated yield and production of by-products from slaughters under federal inspection in January, 1931, are reported, with comparisons, by the U. S. Department of Agriculture as follows:

	Average wt.		Per cent of		Production			
	per animal.		live weight.		January, 1930.	January, 1931.	Per cent Jan. 1931 to Jan. 1930.	
	Lbs.	Lbs.	Pct.	Pct.	M lbs.	M lbs.	M lbs.	Pct.
Edible beef fat ¹	38.80	38.64	4.06	3.96	314,942	28,339	27,230	24,961
Edible beef offal.....	31.23	30.74	3.27	3.15	253,504	22,397	23,089	19,874
Cattle hides.....	63.04	64.55	6.59	6.62	514,943	49,389	46,232	42,016
Edible calf fat ¹	1.23	1.36	0.70	0.78	5,606	507	507	615
Edible calf offal.....	7.13	7.30	4.04	4.18	32,593	2,525	2,631	2,763
Lard ²	34.49	34.80	14.90	14.77	1,521,160	180,349	177,251	186,062
Edible hog offal.....	7.25	6.88	3.14	2.92	310,879	33,282	36,917	36,785
Pork trimmings.....	14.80	13.50	6.42	5.73	654,876	62,974	69,743	72,170
Inedible hog grease ¹	2.70	2.61	1.17	1.11	119,814	18,458	12,804	13,965
Sheep edible fat ¹	1.82	1.93	2.20	2.23	30,224	2,902	2,631	2,748
Sheep edible offal.....	2.15	2.14	2.61	2.48	35,804	2,301	2,685	3,047

¹Unrendered. ²Rendered.

The Procter & Gamble Co.

refiners of all grades of

COTTONSEED OIL

PURITAN—Winter Pressed Salad Oil
BOREAS—Prime Winter Yellow
VENUS—Prime Summer White
STERLING—Prime Summer Yellow
WHITE CLOVER—Cooking Oil
MARIGOLD—Cooking Oil
JERSEY—Butter Oil

HARDENED COTTONSEED OIL—for Shortenings and Margarines (58°-60° titre)

COCOANUT OIL
MOONSTAR—Cocoanut Oil
P & G SPECIAL—(hardeners) Cocoanut Oil

General Offices, Cincinnati, Ohio

Cable Address: "Procter"

The Week's Closing Markets

THURSDAY'S CLOSINGS

Provisions.

Hog products were barely steady the latter part of the week on account of further hedge selling, barely steady hogs, and a quiet cash trade owing to the holidays. Commission houses were on both sides of lard.

Cottonseed Oil.

Cotton oil was quiet and barely steady. There was no particular pressure. Buying power was small. South-east crude sold at 6 3/4 c. Cash trade was quiet. Rainy weather continued in the South and was regarded as unfavorable at the moment. Valley crude, 6 1/2 c bid; Texas, 6 1/2 c nominal. Cash oil trade was quiet.

Quotations on cottonseed oil at New York Thursday noon were:

Apr., \$7.75 bid; May, \$7.96@7.95; June, \$7.95@8.05; July, \$7.98 sale; Aug., \$8.00@8.15; Sept., \$8.11 sale; Oct., \$7.95@8.15; Nov., \$7.75@8.15.

Tallow.

Tallow, extra, 4 1/4 c.

Stearine.

Stearine, 8% @ 9c.

THURSDAY'S GENERAL MARKETS.

New York, Apr. 2, 1931.—Lard, prime western, \$9.40@9.50; middle western, \$9.25@9.35; city, 8% @ 9c; refined continent, 9% @ 9 1/2 c; South American, 10c; Brazil kegs, 11c; compound, 10 1/4 c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Apr. 2, 1931.—General provision market steady but dull; hams and picnics fair, square shoulders improving, lard very poor.

Thursday's prices were as follows: Hams, American cut, 71s; hams, long cut, 71s; shoulders, square, 53s; picnics, 55s; short backs, 72s; bellies, clear, 54s; Canadian, none; Cumberlands, 61s; Wiltshires, none; spot lard, 48s 3d.

LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on Apr. 1, 1931, with comparisons, as estimated by the Liverpool Provision Trade Association, were as follows:

	Apr. 1, 1931.	Mar. 1, 1931.	Apr. 1, 1930.
Bacon, lbs.	2,897,328	3,943,312	5,768,000
Hams, lbs.	959,382	1,818,320	784,336
Shoulders, lbs.	94,864	64,400	129,024
Lard, steam, tierces	470	379	686
Lard, refined, tons	1,078	747	1,688

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Apr. 2, 1931, show exports from that country were as follows: To England, 135,257 quarters; to the Continent, 11,848 quarters.

Exports of the previous week were as follows: To England, 126,088 quarters; to the Continent, 24,095 quarters.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Mar. 1 to Mar. 31, 1931, totaled 31,103,774 lbs.; tallow, 63,200 lbs.; greases, 1,762,800 lbs.; stearine, 198,400 lbs.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Mar. 28, 1931:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	—Week ended—				Jan. 1, '31 to Mar. 28,
	Mar. 28,	Mar. 29,	Mar. 21,	Mar. 21,	Mar. 28,
	1931.	1930.	1931.	1931.	1931.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	362	871	540	14,522	13
To Belgium	13	13	13	126	13
United Kingdom	272	687	514	11,085	23
Other Europe	24	24	24	551	13
Cuba	56	158	13	2,737	50
Other countries	44	42	50	858	50

BACON, INCLUDING CUMBERLANDS.

	Mar. 28,	Mar. 29,	Mar. 21,	Mar. 21,	Mar. 28,
	1931.	1930.	1931.	1931.	1931.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,701	3,606	788	15,564	46
To Germany	60	1,120	46	579	580
United Kingdom	1,560	1,453	580	9,956	110
Other Europe	37	57	57	1,749	42
Cuba	44	42	50	858	42
Other countries	44	42	50	858	42

LARD.

	Mar. 28,	Mar. 29,	Mar. 21,	Mar. 21,	Mar. 28,
	1931.	1930.	1931.	1931.	1931.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	13,143	16,237	8,383	183,890	25
To Germany	3,175	5,754	2,388	42,534	1,075
Netherlands	729	1,618	1,075	9,517	6,329
United Kingdom	6,329	4,302	3,229	76,426	312
Other Europe	312	1,381	399	10,092	703
Cuba	703	1,246	654	13,755	1,871
Other countries	1,871	1,936	643	31,588	284

PICKLED PORK.

	Mar. 28,	Mar. 29,	Mar. 21,	Mar. 21,	Mar. 28,
	1931.	1930.	1931.	1931.	1931.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	284	278	95	3,907	25
To United Kingdom	25	11	11	455	10
Other Europe	10	45	85	85	210
Canada	210	184	75	1,094	39
Other countries	39	38	20	2,263	39

TOTAL EXPORTS BY PORTS.

Week ended March 27, 1931.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	362	1,701	13,143	284
Boston	101	101	11	11
Detroit	249	373	985	65
Port Huron	30	1,116	134	14
Key West	46	46	26	26
New Orleans	23	1,282	8,205	35
New York	60	222	222	222
Philadelphia	222	222	222	222

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Exported to:				
United Kingdom (total)	272	1,580	1,389	1,389
Liverpool	217	1,389	1,389	1,389
London	54	152	152	152
Other United Kingdom	1	89	89	89

	Lard, M lbs.	Pickled pork, M lbs.
Exported to:		
Germany (total)	3,175	3,175
Hamburg	3,175	3,175

MEAT INSPECTION CAMPAIGN.

(Continued from page 24.)

St. Louis packers have had trouble for years with "bootleg sausage," as the product put out by some plants is called. The public is told about this in some of the newspaper copy, of which this is a sample:

"U. S. government meat inspection applies not only to meats like roasts, steaks, etc., but also to meat products put up in packages, such as hams, bacon, sausage, lard, etc.

"Take pork sausage. Everybody likes fresh, appetizing, pure pork sausage.

"Government inspection does not permit the use in pork sausage of cereals or other adulterants, injurious preservatives, nor any unfit, inedible ingredients. All these are absolutely barred. Furthermore, the government requires honest, accurate branding, labeling and packaging of all products. Nothing can be in the least misleading or deceptive.

"So, when you buy pork sausage prepared and put up by a government-inspected plant your government's endorsement is back of that product. You

get pork sausage that is pork sausage—pure, wholesome, appetizing, edible."

The St. Louis campaign is attracting attention. The medical society of the city has become interested in the subject of meat inspection. A recent bulletin of the society, containing a lengthy report by the executive secretary, had these two paragraphs:

"The government has taken a very thorough method to prevent diseased meat from reaching the consumer. Figures supplied by the Bureau of Animal Industry show that for the fiscal year ending June, 1930, 1,750,855 cattle, calves, sheep and hogs were slaughtered in St. Louis plants under Government inspection. Of these 3,862 carcasses were condemned; 25,974 parts of carcasses were condemned and in addition 79,210 pounds of meat and food products condemned for food purposes after being subjected to inspection for being improperly handled, soured in curing or held too long.

"For the calendar year just passed, 521,604 cattle, swine, etc., were killed for local consumption in plants without government inspection. If the same percentage of condemnations is applied to these uninspected plants there should have been condemned approximately 1,150 carcasses, 7,735 parts, and 23,597 pounds of meat and food products in process. Is it not reasonable to assume that in view of not being subjected to post mortem inspection these 1,150 carcasses, 7,735 parts and almost 12 tons of food products were sold to the local consuming public which under Government inspection would have been condemned as diseased and unfit inedible products?"

Representatives of various civic organizations in St. Louis gathered at a special luncheon recently to discuss the meat situation in the Mound City. Speakers at the meeting included Dr. Thomas B. Pote, in charge of government inspection of meat in St. Louis, George S. Langland, of the Better Business Bureau; Dr. E. H. Bartelsmeyer, ex-secretary, St. Louis Medical Society; Miss Marie Ames, a member of the League of Women Voters; and Mrs. James Cook, state president of the National Congress of Parents and Teachers. As a result a committee was appointed to investigate meat conditions in St. Louis.

A number of organizations have already passed resolutions commending the campaign.

An ordinance was introduced in the St. Louis board of aldermen providing for ante-mortem and post-mortem inspection by the city. The bill was drawn by Dr. Max Starkloff, Health Commissioner, and is patterned after the federal meat inspection law and city inspection ordinances in other large cities. It was introduced by Alderman August H. Niederluecke.

The bill covers all phases of slaughtering and packing, providing for regulations relating to plant construction, operations and sanitation, standards for processing of meat products and condemnation of animals and meats found unfit for human consumption. It also prescribes the duties and powers of officers and employees to prevent slaughter, sale or possession of diseased animals intended for human consumption and for the revocation of permits of packing houses which violate the ordinance.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Apr. 2, 1931.

CATTLE—Compared with a week ago: Weighty steers, 25@50c lower, better grades showing maximum downturn. Jewish holidays principal bearish factor on bullocks scaling 1,200 lbs. upward, such kinds closing at low time; lower grade light steers, about 25c higher; better grades fully steady. Light heifer and mixed yearlings, 50c @ \$1.00 higher, butcher heifers sharing upturn; light cows active and around 50@75c higher, but weighty cows slow, although about 25c higher than a week ago; cutters, 25c up; bulls, steady; vealers, \$1.50@2.00 lower. Extreme tops for week: Weighty steers, \$10.75; yearling steers, \$10.25; heifer yearlings, \$8.85; most fed steers, \$7.25@9.00. It was largely a fed steer run; receipts smallest since last July.

HOGS—Direct receipts sharply increased; shipping orders curtailed; supplies slightly reduced due to snowstorm in producing areas early in the week. Compared with one week ago: Prices mostly 15@25c higher; light-weights occasionally 35c higher; packing sows, mostly 10@15c higher. Top for week, \$8.25; today's top, \$8.25. Bulk 170 to 210 lbs., \$8.10@8.25; 220 to 250 lbs., \$7.60@8.10; 260 to 320 lbs., \$7.25@7.70; 330 to 400 lbs., \$7.00@7.25; 140 to 160 lbs., \$8.00@8.15, few to \$8.25; pigs, mostly \$7.50@8.00, plain kinds down to \$6.50; packing sows, \$6.50@6.85.

SHEEP—Compared with a week ago: Fat lambs, mostly 25@50c higher, closing under pressure, however; sheep, about 25c higher. Trade was apparently stimulated by healthy Easter demand until values worked too high. Today's bulk prices: Good and choice woolled lambs averaging 94 lbs. down, \$9.25@9.50; best, \$9.75, also the week's top; heavier weights, \$8.75@9.00; clipped lambs, \$8.00@8.75; woolled throwouts, \$7.00@8.00; spring lambs, \$16.00@18.00, averaging 35 to 65 lbs.; fat woolled ewes, \$4.00@5.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Apr. 2, 1931.

CATTLE—Although receipts of cat-

tle have been moderate, there has been a weaker undertone prevailing, especially on fed steers and yearlings which have predominated in the arrivals. Values are mostly 25c lower than a week ago. A three-car lot of strictly choice 1,467-lb. Nebraska steers scored \$10.10 for the week's top, while best light and medium weights went at \$9.50. Bulk of the fed offerings sold from \$7.00@8.50, with fed dogs at \$6.00@6.75. Fat mixed yearlings and fed heifers are fully 25c lower, while other she stock closed at steady to strong levels. Bulls are firm, and vealers fully steady, with late top at \$9.00.

HOGS—Local supplies have been extremely light during the week, but this was off-set by a narrow shipping outlet which no doubt held market in check to some extent. Closing levels are very uneven. Underweights are around 10c over a week ago, while offerings scaling from 170 lbs. up are 20@35c higher, with heavy butchers showing the full upturn. The closing top rested at \$7.85 on choice 210- to 220-lb. weights, with the bulk of the 160- to 240-lb. weights at \$7.65@7.80; 250- to 325-lb. butchers, \$7.25@7.65. Packing grades advanced 25@35c, with late sales at \$6.25@6.75.

SHEEP—Fat lamb prices advanced 15@25c for the week, with a new top of \$9.15 scored on woolled lambs on Wednesday. Most late sales ranged from \$8.65@8.90, with the closing top at \$9.00. Best clippers reached \$8.25, with most late sales from \$7.25@7.90. A few choice native springers made \$12.00, while most Arizona and Texas arrivals ranged from \$9.00@11.00. Mature sheep are around steady but very uneven. Best fat woolled ewes brought \$4.85, with others at \$4.50@4.75. Texas shorn wethers went at \$4.50@4.65.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Apr. 2, 1931.

CATTLE—Advances made early in week were lost in later sessions. Compared with one week ago: Steers, mixed yearlings and heifers, steady to 25c lower, the declines being on good and choice kinds; vealers \$1.00 lower; other classes of slaughter stock steady. Bulk of steers scored \$6.75@8.60, with \$9.25 and \$8.75 paid for matured kinds and

yearlings, respectively. Most fat mixed yearlings and heifers brought \$7.25@8.00, top heifers scoring \$8.50 and best mixed yearlings \$8.25. Medium fleshed mixed and heifers were most numerous at \$6.00@7.00; cows, \$4.75@5.50; top, \$6.50; low cutters, \$2.75@3.00. Top medium bulls earned \$4.75 today; best vealers, \$9.75.

HOGS—A sharp price reduction at mid-week was recovered later, and values finished 5@10c higher for the week. Top price Thursday was \$8.10, with bulk of 120- to 280-lb. weights, \$7.50@8.05; sows, \$6.50@6.65.

SHEEP—Fat lambs advanced 25c during the week, while other classes held steady. A few spring lambs sold unevenly from \$11.25@13.00, while old crop clipped lambs turned at \$8.25@8.50 for the most part. A few good to choice woolled lambs earned \$8.25@9.00, and fat ewes moved at \$4.50 and down.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Apr. 1, 1931.

CATTLE—Sharply increased receipts at the opening along with a dull dressed trade throughout the week made for further declines on most slaughter classes, matured steers breaking fully 25 to in spots 50c, other classes selling weak to 25c off. Top heavy steers scored at \$8.65; bulk all weights centering from \$6.75@8.25; beef cows continuing at \$4.00@5.50; heifers, \$5.50@6.75, cutters dropping to a \$3.00@3.75 bulk, with bulls at \$4.25 down. Vealers have lost their advance and are about in line with a week earlier or from \$6.50@9.00 on good and choice grades.

HOGS—Increased marketings of hogs here and elsewhere made for a lower trend on butchers, these selling unevenly 10@20c off for the period, while other classes have shown little change. Better 150- to 220-lb. weights today turned at \$7.40@7.50; 220- to 250-lb. averages, \$7.15@7.40; 250- to 350-lb. butchers going at \$6.75@7.15; sows largely from \$6.00@6.50; most pigs, \$7.75, while sorted 140- to 150-lb. weights reached \$7.60.

SHEEP—Fat lambs have regained last week's declines under light supplies at all points, good and choice natives today selling from \$8.25@8.75, best fed westerns being held upwards of \$9.00. Fat ewes have shown little change, these selling from \$4.00@5.00, culls down to \$1.50.

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OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Apr. 2, 1931.

CATTLE—Fed steers and yearlings predominated in the week's receipts, and demand lacking urgency the market was slow, with prices tending lower. Current prices are quoted weak to 25c lower than a week earlier. She stock was in light supply, and prices held steady. Bulls show an upturn of fully 25c and vealers 50c. Best light steers and yearlings sold at \$9.60, with choice heavy steers, 1,366 lbs., \$9.90. Light heifers sold up to \$8.25. Practical top on vealers reached \$9.00, with a few choice selected lots \$9.50.

HOGS—Curtailed in the marketward movement of hogs resulted in a substantial advance in hog prices, with the spread narrowing. Comparisons Thursday with Thursday, show an uneven gain of 25¢@60¢, with strong weight butchers and packing sows showing the maximum upturn. On Thursday, top reached \$7.70, paid for 200-lb. averages, with the following bulks: 160- to 250-lb. selections, \$7.40 @7.65; 250 to 400 lbs., \$7.00@7.40; packing sows, \$6.35@6.50; stags, \$5.75 @6.25.

SHEEP—Market on slaughter lambs has shown sharp fluctuation, but with the general trend to values higher. The peak of the advance was reached on Wednesday, when choice woolled lambs reached \$9.15, with Thursday's trade showing weakness, with comparisons from previous Thursday 25¢@5c higher. Bulk fed woolled lambs, 90 to 100 lbs., \$8.50@8.75; top, \$9.00; fed clipped lambs, \$7.75@7.90; California spring lambs, \$11.00; native springers, up to \$12.50. Sheep held steady; good and choice ewes, \$4.25@5.00.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Apr. 2, 1931.

CATTLE—Conditions in beef steer and yearling trade favored buying interests and weak to 25c lower values from the close of last week resulted. Choice 1,300-lb. beefs scored \$9.75, long yearlings ranged up to \$9.10, numerous steers appeared at \$8.75@9.25 and majority went at \$7.25@8.25. Lower grade, also light weight beef cows, held close to steady, but other she stock ruled largely 25c lower. Load lots of light heifers sold up to \$8.00, and a few cashed around \$8.35. Most beef cows earned \$4.25@5.25. Vealers strengthened and all interests paid up to \$8.50. Bulls remained unchanged; most medium grades turned at \$3.75@4.00.

HOGS—After mild mid-week fluctuations, late strength sent hog prices 15¢@35c above a week ago, heavy butchers showing most advance. Late bulk 160- to 200-lb. butchers reached \$7.50@7.60; top, \$7.65. Weights 200 to 250 lbs., moved mainly at \$7.25@7.50, and 260 to 350 lbs., \$7.00@7.35. Packing sows brought \$6.25@6.50 largely.

SHEEP—A spirited mid-week demand for fat lambs sent the top to \$9.15 for woolled selections and \$8.35 for clipped lambs. Choice spring lambs touched \$13.00. Closing trade was slow, but for the week values ruled about 5c higher. Most fed woolled lambs

were salable around \$8.75@9.00. Fat ewes were little changed with woolled kinds quotable \$5.00 and down; shorn ewes, up to \$4.25.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Mar. 28, 1931:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Mar. 28.....	204,000	535,000	348,000
Previous week	195,000	597,000	347,000
1930	181,000	586,000	425,000
1929	204,000	595,000	289,000
1928	200,000	773,000	305,000
1927	224,000	604,000	256,000

Hogs at 11 markets:	
Week ended Mar. 28.....	478,000
Previous week	529,000
1930	518,000
1929	505,000
1928	678,000
1927	552,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Mar. 28.....	163,000	421,000	250,000
Previous week	156,000	408,000	287,000
1930	144,000	459,000	315,000
1929	154,000	456,000	209,000
1928	150,000	587,000	252,000
1927	170,000	457,000	180,000

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in January, 1931, based on reports from packers representing nearly 75 per cent of the total federal inspected slaughter, as reported by the U. S. Department of Agriculture, with comparisons:

	Cattle		Hogs		Sheep and lambs	
	Steers	Cows and heifers	Bulls and stags	Barrows	Sows	Stags and boars
1930	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
Jan.	46.39	50.04	3.57	52.21	47.27	.52
Feb.	47.68	48.59	3.73	53.54	46.04	.42
Mar.	51.49	45.28	3.23	52.37	47.01	.62
Apr.	53.17	45.03	3.80	49.13	50.00	.87
May	50.02	46.14	3.54	47.85	51.46	.69
June	54.56	40.83	4.56	45.43	55.88	.69
July	57.94	38.39	3.67	38.83	60.48	.69
Aug.	57.49	38.17	4.34	35.33	64.12	.55
Sept.	52.59	43.03	3.78	40.13	59.36	.51
Oct.	47.92	48.47	3.61	46.47	52.89	.84
Nov.	48.11	48.35	3.54	49.55	49.95	.50
Dec.	46.82	47.48	3.70	53.76	46.91	.39
Av.	51.94	44.38	3.78	47.55	51.77	.58
1931.						
Jan.	50.83	45.91	3.26	55.45	44.20	.35

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Apr. 2, 1931.

Mild price fluctuations features the week's trade in hogs unloaded at 24 concentration points and 7 packing plants in Iowa and Minnesota, the advantage favoring the selling side much of the period. Compared with a week ago: Market generally 10¢@15¢ higher; sows, 15¢@25¢ up; late bulk 170 to 240 lbs., \$7.10@7.50; choice 180 to 210 lbs., up to \$7.60; most 250 to 280 lbs., \$6.75@7.15; 290 to 350 lbs., principally \$6.50@6.90; bulk sows, \$5.50@6.40.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants for week ended Thursday, Apr. 2, with comparisons:

	This week.	Last week.
Friday, Mar. 27.....	35,200	26,700
Saturday, Mar. 28.....	21,000	23,900
Sunday, Mar. 29.....	23,500	42,300
Tuesday, Mar. 31.....	24,000	7,800
Wednesday, Apr. 1.....	38,800	10,000
Thursday, Apr. 2.....	20,200	25,200

Unless otherwise noted, price quotations are based on transactions covering truck hog deliveries and hogs received by rail that have access to feed and water before weighing.

HOG WEIGHTS AND COSTS.

The average weight and cost of hogs, computed on packer and shipper purchases, as reported for February, 1931, with comparisons, by the U. S. Bureau of Agricultural Economics:

	1931.	1930.	1931.	1930.
	Per Ave. 100 Lbs.	Per Ave. 100 Lbs.	Per Ave. 100 Lbs.	Per Ave. 100 Lbs.
CHICAGO.				
Jan. ..	235 87.05	228 89.78	313 87.84	206 89.82
Feb. ..	237 7.06	231 10.67	307 7.34	208 10.71
Year ..	235 8.47	228 9.47	302 8.73	202 9.73
KANSAS CITY.				
Jan. ..	236 87.44	232 89.55	250 87.33	247 89.48
Feb. ..	232 8.64	234 10.34	251 8.68	248 10.11
Year ..	233 9.41	223 9.41	255 9.13	255 9.13
ST. PAUL.				
Jan. ..	237 87.30	225 89.55	211 87.73	215 89.38
Feb. ..	234 8.64	239 10.24	211 7.73	218 9.68
Year ..	231 9.02	221 9.02	210 9.21	210 9.21

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Hide and Skin Markets

Chicago.

PACKER HIDES—The packer hide market suffered a relapse of a full cent this week in a fairly active trade. One packer moved steer hides early in the week at a half-cent under last week's quotations, in a limited way; this was followed by the movement of small quantities of heavy native and branded cows at a full cent down. Other packers were slow to recognize these sales as establishing a market. However, more steers were offered at the half cent decline, and later sold by one packer at a full cent down, together with cows on the same basis. Finally, another packer moved about 60,000 hides, all descriptions except Texas steers, and only a few light native cows, establishing the market a full cent below last week's prices. The total movement so far is estimated around 90,000 hides, March take-off, with nothing reported as yet by one packer.

A conspicuous feature of the market was the absence of any demand from speculative interests during the week. The wide fluctuations in the Exchange market during the recent advance in prices resulted in a considerable movement of hides into hands of speculators for delivery against future contracts, with resulting re-sale offerings at lower prices. The market appears steady at present levels, and the movement this week helped to relieve any selling pressure by original holders. While some improvement in the leather market has been reported, results have not been as satisfactory as had been hoped.

Spread native steers quoted 10@10½c, nom. One packer sold 4,000 native steers early at 9½c; another packer later moved 4,300 at 9c, and a third packer sold fair quantity same basis. Extreme native steers moved at 8½c.

One packer sold butt branded steers at 9c, while 2,000 moved earlier at 9½c. Colorados sold at 8½c, with 2,000 earlier at 9c. One packer sold 750 heavy Texas steers at 9c; light Texas steers quotable at 8½c, and extreme light Texas steers at 8c.

One packer sold 5,000 heavy native cows at 8c, another 2,800 and a third also sold same basis. Light native cows rather quiet; bids of 8½c declined early but three cars Ft. Worth take-off sold later at 8½c. About 15,000 or more branded cows were reported at 8c.

Native bulls quoted about 6c, nom.; branded bulls 5½c, nom.

In the South American market, about 25,000 hides were sold this week, with last sales of Argentine steers at \$32.50, equal to 12-11/16@12½c, c.i.f. New York, as against last week's quotation of \$33.25 or 12-15/16c.

SMALL PACKER HIDES—Local small packer association moved the bulk of their April production shortly after mid-week, at full big packer prices at the time. Light native cows sold at 8½c for 4,000, with possibly some March cows included; 2,000 heavy native cows sold at 8c, 3,000 branded cows 8c, car native steers 9c, car extreme light native steers 8½c, and a small car Colorados at 8½c. Nothing done as yet by other local small packers on April all-weights, and market quoted

nominally around 8½c for natives and 8c for branded.

Some trading reported in Pacific Coast market this week at 7c for March steers and 6½c for cows, f.o.b. shipping points.

COUNTRY HIDES—Country market has been slower for the past week but has not felt the full effect of the decline in the packer market as far as price quotations are concerned; however, this market had not advanced as rapidly as packer hides. Quotations are for the most part nominal, with trading quiet. Buyers will take 48 lb. average all-weights at 6c, selected, delivered, with 6½c asked. Heavy steers and cows slow and offered at 6c. Buff weights quoted 6½c, nominal; some reported available at this figure, although 6½c was reported paid earlier. Extremes quoted 7½c, nominal, and slow. Bulls about 4½c, nom. All-weight branded around 5c, flat, less Chicago freight.

CALFSKINS—Packer calfskins last sold at 17c for February northern. Trading awaited to establish market; offerings at 18c for March skins apparently not attracting attention.

Chicago city calfskins quiet and quoted 12c last paid for 8/10 lb., and 16c for 10/15 lb.; buyers ideas slightly lower. Mixed city and country calf around 12c, nom.; straight countries about 10c.

KIPSKINS—Last trading in packer kipskins was at 13c for January northern natives, over-weights at 11½c for northern and 10c for southern, and branded at 9c. Market continues dull.

Last sale of Chicago city kipskins was a car last week at 12c. Mixed city and country kips about 10c; straight countries around 9c.

Packer regular slunks quoted 85@90c; hairless 25@30c, nom.

HORSEHIDES—Horsehides slow but about steady. Choice city renderers quoted \$3.25@3.50; mixed city and country lots range \$2.50@2.75; straight countries \$2.25 last paid.

SHEEPSKINS—Dry pelts last sold at 9c for 1¼ in. and up wool, short wools half price. A car big packer shearlings moved at 42½c for No. 1's, steady for that quality; No. 2's quoted 20@25c; small car fresh clips sold at 15c. Demand light for latter two grades. Market not yet established on small packer shearlings. Pickled skins generally quoted \$1.75 per doz. straight run of packer lamb, last paid, at Chicago and New York, at \$2.00 asked. Car of March lamb pelts sold at \$1.00, or steady; country lamb pelts quoted 45@65c.

PIGSKINS—No. 1 pigskin strips 5c per lb., nom. Gelatine scraps 2½c per lb., Chicago, last paid.

New York.

PACKER HIDES—No activity as yet on April hides, and March stocks cleaned up earlier. Market quoted nominally on parity with Chicago prices.

COUNTRY HIDES—Market dull and quotations nominal. All-weights quoted about 6c; buff weights about 6½c, and extremes 7½c, nom.

CALFSKINS—Calfskin market easy

on light end but better demand for heavier skins. The 5-7's are quoted \$1.25 last paid for collectors' skins. About 10,000 heavier skins sold this week, at \$1.75 for 7-9's, and \$2.50 for 9-12's.

New York Hide Exchange Futures.

Saturday, March 28, 1931—Close: Apr. 10.00n; May 10.50n; June 10.90n; July 11.35n; Aug. 11.70n; Sept. 12.13n; Oct. 12.55n; Nov. 12.95n; Dec. 13.25n@13.35n; Jan. 13.35n; Feb. 13.45n. Sales 38 lots.

Monday, March 30, 1931—Close: Apr. 9.80n; May 10.30@10.50; June 10.70n; July 11.15n; Aug. 11.50n; Sept. 11.85n; Oct. 12.30n; Nov. 12.70n; Dec. 13.00n; Jan. 13.10n; Feb. 13.20n. Sales 50 lots.

Tuesday, March 31, 1931—Close: Apr. 9.75n; May 10.25n; June 10.60n; July 10.95n; Aug. 11.30n; Sept. 11.65n@11.66; Oct. 12.10n; Nov. 12.50n; Dec. 12.86n@12.90; Jan. 12.95; Feb. 13.05n. Sales 94 lots.

Wednesday, April 1, 1931—Close: Apr. 9.60n; May 10.10@10.15; June 10.45n; July 10.80n; Aug. 11.15n; Sept. 11.50n@11.55; Oct. 11.95n; Nov. 12.35n; Dec. 12.75n@12.85; Jan. 12.85n; Feb. 12.95n; Mar. 13.10n. Sales 67 lots.

Thursday, April 2, 1931—Close: Apr. 9.50n; May 10.00@10.20; June 10.40n; July 10.75n; Aug. 11.10n; Sept. 11.50n; Oct. 11.95n; Nov. 12.30n; Dec. 12.70n; Jan. 12.80n; Feb. 12.95n; Mar. 13.10n. Sales 42 lots.

Friday, April 3, 1931—Exchange closed; Good Friday.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Apr. 3, 1931, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Apr. 3.	Prev. week.	Cor. week, 1930.
Spr. nat.	10½	11	10½
stra.	10½	11	10½
Hvy. nat. stra.	9	10	14
Hvy. Tex. stra.	9	10	14
Hvy. butt brand'd	9	10	14
Hvy. Col. stra.	8½	9	13½
Ex-light Tex.	8	9	12
stra.	8	9	12
Brnd'd cows.	8	9	12
Hvy. nat. cows	8	9	12
La. nat. cows	8½	9½	12½
Nat. bulls.	8	9	12
Brnd'd bulls.	8½	9	12
Calfskins	17	18	17
Kips, nat.	13	13	17
Kips, ov-wt.	11½	11½	15½
Kips, brand'd.	9	9	13½
Slunks, reg. 80	90	90	1.20
Slunks, hris. 25	90	25	90

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts.	8½	9	9½
Branded	8	9	11½
Nat. bulls	8	9	11½
Brnd'd bulls.	8½	9	11½
Calfskins	18½	18½	17
Kips, nat.	13	13	17
Kips, ov-wt.	11½	11½	15½
Kips, brand'd.	9	9	13½
Slunks, reg. 75	80	75	80
Slunks, hris. 20	25	20	25

COUNTRY HIDES.			
Hvy. steers.	8	8	9½
Hvy. cows.	8	8	9½
Butts	8½	9	10½
Extremes	7½	7½	12
Bulls	4½	4½	7
Calfskins	10	10	11
Kips	9	9	13
Light calf.	60	60	75
Deacons	60	60	75
Slunks, reg. 30	35	30	35
Slunks, hris. 5	10n	5	10n
Horsehides	2.25	2.35	3.00

SHEEPSKINS.			
Pkr. lambs.	1.00	1.00	1.30
Sm. pkr.	1.00	1.00	1.30
Pkr. shearings.	42½	42½	47½
Dry pelts	9	9	9½



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On request, our complete provision, fresh meat, packing-house products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

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Our 1931 Market Calendar now ready—Price \$3.50 each

Chicago Section

Preben Thogerson of Jacob E. Decker & Sons Co., Mason City, Ia., was in town this week.

Wm. J. Wittler, manager, Missouri Butterine Co., St. Louis, Mo., was in town during the week.

L. B. Dorr, vice-president, Jacob Dold Packing Co., Buffalo, N. Y., was in Chicago during the week.

E. S. Urwitz, general manager, Dryfus Packing Co., Lafayette, Ind., was a visitor in Chicago this week.

Dr. J. S. Abbott, secretary, Institute of Margarine Manufacturers, Washington, D. C., spent some time in Chicago this week.

R. B. Simpson, head of the pork department of the Indianapolis Abattoir Co., Indianapolis, Ind., was in Chicago during the week.

Fred Krey, president of the Krey Packing Co., St. Louis, is spending a month with Mrs. Krey basking in the Arizona sunshine.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 16,349 cattle, 8,791 calves, 40,169 hogs, and 33,798 sheep.

T. J. Tynan, formerly of the Jersey City and the New York plants of Armour and Company, has been transferred to the Chicago office, where he will be associated with Vice-president H. G. Mills.

The sympathy of his friends in the trade is extended to Carl H. Smith, manager, Roesling Monroe & Co., Chicago vegetable oil brokers, in the recent death of his 17-year-old son, Paul W., who died after an appendicitis operation. He was a student at Morgan Park Military Academy.

Karl Symons, former general manager of the William Davies Co., Inc., Chicago subsidiary of Canada Packers, Ltd., is now associated with D. J. Gallagher, Chicago provision broker. Mr. Symons has had a very broad experience in the meat packing field, having been with William Davies for 24 years, and enjoys an enviable record. His many friends wish him every success in his new venture.

Provision shipments from Chicago for the week ended Mar. 28, 1931, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk.
	1930.		
Cured meats, lbs.	15,588,000	15,935,000	18,982,000
Fresh meats, lbs.	44,136,000	44,662,000	32,128,000
Lard, lbs.	7,225,000	5,734,000	5,869,000

LEE & WALDRON ENLARGE.

Lacy J. Lee has announced the removal of the offices of Lee & Waldron, provision brokers, to new quarters at 214 Board of Trade Building, Chicago. Claxton Lee and Barney Odell are now associated with the firm. This is one of the older firms in the provision business, Lacy Lee having been associated with the trade for nearly 17 years.

POINTS ON MEAT COOKERY.

The food value of meat, care of meat in the home, rules for cooking meat, time and temperature tables to be used in the preparation of the different kinds and cuts of meat, and menus and recipes using beef, veal, pork and lamb cuts are embodied in "Meat Cookery," a 24-page booklet recently issued by the Institute of American Meat Packers.

A full page chart lists beef cuts and tells how to use them. For example, it is shown that the rump is divided into roasts and pot-roasts. This piece of meat is "juicy, good quality meat consisting of about one-half lean and one-third fat, as well as some bone." Similar charts are shown for each of the other classes of meat. Attractive illustrations of prepared meat dishes are a feature of the book.

A limited distribution is being made by the Institute to teachers of home economics in high schools and colleges and to others interested. Copies also are being sent to the home economics editors of daily newspapers. Quantity lots of the booklet may be ordered at small cost, and arrangement for im- printing the name of the firm distributing them may be made. It is desired that as far as possible orders for the book be received at the Institute not later than April 17.

IRISH MAY ASK BACON TARIFF.

Irish bacon curers are planning to request a duty of 2 pence (\$0.04) per pound on American bacon, and 6 pence (\$0.12) per pound on bacon originating in Continental Europe, reports the U. S. Department of Commerce. The hearings will be held shortly before the Irish Free State Tariff Commission. According to information received there is a strong probability that the request will be denied, says the report.



SUITER DANFORD.

Well known as a leading packinghouse broker, having been associated with Willits & Patterson, San Francisco, for over 23 years, Mr. Danford's death at 45 is mourned by many friends.

TRADE GLEANINGS

The Cassville Packing Co., Cassville, Mo., was recently destroyed by fire.

The Thompson Beef Company, 5437 Twelfth st., Detroit, Mich., has been incorporated with a capital stock of \$90,000.

The Puget Packing Co., Portland, Ore., has been incorporated with a capital stock of \$5,000. Incorporators are Geo. P. Dekim and John H. Hall.

The Union Packing Co., Los Angeles, Cal., plans to erect a two-story and basement addition to the present plant at an estimated cost of \$85,000.

Jacob E. Decker & Sons Co., Mason City, Ia., is having plans prepared for a cold storage plant to be erected on Crockett st., Beaumont, Tex., according to report.

The Farmers' Cotton Oil and Fertilizer Co., Huntsville, Ala., cotton seed products manufacturers, has filed a voluntary petition in bankruptcy, listing liabilities at \$250,000 and assets at \$228,000.

The newly remodeled and equipped plant of the Klamath Meat Packing Co., Klamath Falls, Ore., has been placed in operation. The new owners of the plant are E. G. Huston, A. M. Bennett and George MacAnulty.

The Evansville Packing Co., Evansville, Ind., plans to install rapid chilling equipment and add a large model sausage kitchen to its present plant, according to an announcement by E. T. Rainey, general manager.

WESTERN PACKER PASSES.

John Blanchard Henderson, president of the Sheridan Meat Co., Sheridan, Wyo., and also of the former Yellowstone Packing Co., Billings, Mont., died recently at Billings. His death was attributed to peritonitis. Mr. Henderson, who was 59 years of age, was born in Henderson Settlement, a town named for his family in Cumberland County, Nova Scotia. He came to the United States at the age of 18.

After some activity in other industries, he became interested in meat packing, and in 1916 he and his brother founded the Yellowstone Packing Co. at Billings. Later the Sheridan Meat Co. was organized. The Yellowstone plant was closed in 1921, but the Sheridan Meat Co. is still in operation. Mr. Henderson was also president of the Henderson Producing Co., interested in development of the Elk Basin oil field. He is survived by two brothers, James A. and T. O. Henderson, and a sister, Mrs. H. D. Price.

VETERAN BROKER DIES.

Suiter Danford, associated with Willits & Patterson, San Francisco packinghouse brokers, for over twenty-three years, died March 17, following an operation for appendicitis. Mr. Danford was 45 years of age, and was nationally known as one of the leading brokers in packinghouse lines. He was highly esteemed by his associates, who speak of him as being most capable and honorable.

VEGETABLE OILS

Retail Section

Mechanical Refrigeration in the Meat Shop Cuts Costs and Saves Product

The meat shop of the old days, with its ice-bunkered cooler and its ice-pan show-case, is fast going out of style.

Mechanical refrigeration, electrically-operated, is taking its place for many good reasons in the modern meat store.

If electric refrigeration cost several times what it does there would be few retailers now using it willing to give it up. Instead of increasing refrigerating costs, electrical refrigeration actually reduces it. In addition it makes attractive displays possible and gives a store that modern, up-to-date appearance which women expect today, and which is essential when competition for the consumer's food dollar has grown so keen.

Some interesting comparative figures on ice and electric refrigeration in retail meat stores collected by Copeland Products, Inc., Mt. Clemens, Mich., have been furnished to THE NATIONAL PROVISIONER. In several cases, it will be noticed, the saving made by the electric refrigeration is great enough to pay for the equipment within a short time.

One retailer—Fred Rath of Rath's Market, Brooklyn, N. Y.,—recently placed electric refrigeration in a 10-by 8- by 10-ft. walk-in cooler, a 20-ft. single glass case and a corned beef tank, as a result of the satisfactory results of electric refrigeration in a 10-by 10- by 12-ft. cooler in another of his stores.

Saves Fifty-Seven Dollars Monthly.

"My August, 1930, electric bill for refrigeration," he said, "was \$18.00 as against my ice bill of approximately \$75.00 for August prior to the installation of these machines. I consider this a great saving over ice, and have the added pleasure of convenience and the same automatic temperature at all times. I am so well satisfied that if given the opportunity to taking the equipment out today and replacing it with any other kind of plant without cost, I wouldn't consider the change."

Another who recommends electric refrigeration is Henry Blendermann, Blendermann Brothers, proprietors of the Kew Garden Market, Kew Gardens, N. Y. "I am more than pleased with electric refrigeration installed in my sawdust cooler, 10- by 12- by 12-ft., and

14-ft. double duty case. The temperature in the cooler ranges from 35 to 37 degs. Fahr. and in the case, 38 to 40 degs. My meats keep wonderfully. There is little loss in weight or turning in color. My total electric bill from December 1, 1930, to January 12, 1931, was but \$7.84. The amount was so small as compared with ice that I thought a mistake had been made. My ice bills averaged from \$75.00 to \$85.00 a month."

George L. Droesch, who installed electric refrigeration states that whereas his ice bills ran from \$45.00 to \$55.00 per month, his costs for electricity run \$5.00 or \$6.00 a month. Mr. Droesch has a walk-in cooler and a 10-ft. double duty case.

Less Trimming Required.

After investigating many systems, Charles Hoffman, Hollis, N. Y., installed an electrically cooled 16-ft., double duty case and a 12- by 13- by 10-ft. walk-in sawdust cooler. Two compressors are used to cool the equipment. He reports that his ice bills formerly amounted to \$55.00 a month, but that the largest bill he has ever paid for electricity was but \$16.10.

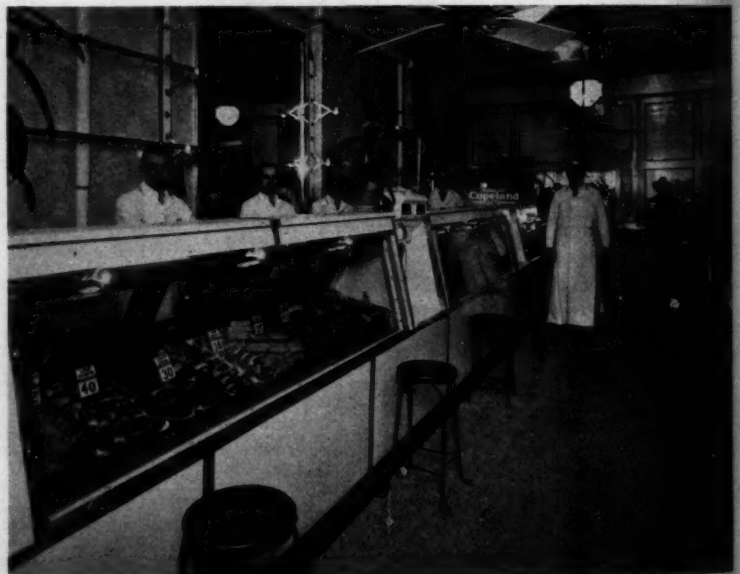
Herman B. Holm, Flushing, N. Y.,

installed electric equipment to cool a 10- by 8- by 10-ft. sawdust cooler, a single glass show case and a 6-ft. window display case. He reports that the temperature of the cooler averages around 35 degs. Fahr., that of the showcase about 40 degs. and the window display case 39 degs. His electric bills run from \$12.00 to \$15.00 a month. "I buy in larger quantities," says Mr. Holm, "save on trimming, and would say that any butcher who intends to stay in business and make money should install this kind of equipment."

Customers Attracted to Store.

Another case is that of the Modern Beef Co., Astoria, Long Island. This market was formerly equipped with an ammonia plant. After talking with various users of electric refrigeration systems Mr. Schoen of this company decided to install electric equipment. The system installed includes an 8-ft. fish display case in which the refrigerating coils are placed in the bottom with rack just above the coil. The ice and fish are packed on top of this rack. The ice lasts four or five days with this method as contrasted with but one day with the old system. There are two 8-ft. display cases and one poultry display case. In the poultry case a temperature of from 28 to 34 degs. is maintained every day.

The other display cases are kept at a temperature ranging from 39 to 45



ELECTRIC REFRIGERATION REDUCES COSTS AND INCREASES VOLUME

In the store of the Modern Beef Co., Astoria, Long Island, Copeland electric refrigeration is used in an 8-ft. fish case, two 8-ft. display cases, poultry display case, walk-in cooler, windows, etc. A material saving has been made in refrigerating costs, shrinkage and discoloration, and due to the more attractive appearance of the store, better display and better products the business has increased greatly.

dogs. The corn beef tank is operated at a temperature ranging from 32 to 36 degs. The walk-in cooler is kept at 34 to 38 degs. In addition both street display windows are likewise equipped with electric refrigeration units which hold the temperature of the windows at 34 to 36 degs. The coils are hung overhead and do not frost. Since the installation of the new equipment the interior of the market has been done over in white and black. The improvement in appearance is so great that people actually crowd around the windows and display cases to see the meats on display. The increase in business has been enormous, Mr. Schoen reports.

Operating expenses, however, are only one feature that is influencing increasing numbers of retailers to install electric refrigeration. Not only does it prevent shrinkage, spoilage and discoloration, but its greater cleanliness and the more attractive appearance of cases and windows, with their appetizing meats are great attractions for customers. The result is that the market not only gains from the economies effected, but from the greater volume of trade attracted.

KNOWLEDGE AIDS PROFITS.

Practical knowledge is the first requirement for success in meat retailing, according to the U. S. Bureau of Agricultural Economics' 10-page brochure based on a survey of the meat trade. The use of modern equipment and adequate facilities commensurate with the volume of business are cited as further essentials for best results.

Generally speaking, size of business did not appear to be an important factor in the amount of returns in wages, interest, and profit derived by the proprietors of 142 shops studied. Ten out of 13 shops with annual sales of less than \$14,000 during the year covered by the survey did not return to the proprietor an amount equal to wages paid meat cutters in the localities where the shops were carrying on business.

Operating efficiency is indicated as of much greater importance than size of business. The smaller stores, by lowering, through efficient management, their operating expenses in relation to sales, can improve their competitive position in relation to the larger markets, in spite of the economies possible to the latter through greater volume of business.

"Better Meat Retailing" is available without charge from the Bureau of Agricultural Economics, as are Agricultural Department Bulletins 1441, "Methods and Practices of Retailing Meat"; 1442, "Margins, Expenses, and Profits in Retailing Meat"; and 1443, "Con-

sumer Habits and Preferences in the Purchase and Consumption of Meat."

NEWS OF THE RETAILERS.

The American Cash Market, 2442 Riopelle st., Detroit, Mich., has incorporated with a capital stock of \$25,000.

The Haberly Meat Market has been moved from 1817 to 2705 Balboa st., San Francisco, Cal.

Charlie Flesher has opened a meat market and grocery on 12th street road, Sacramento, Cal.

J. H. Tienson and J. L. Mackie have engaged in business at 527 Commercial st., Astoria, Ore., as Central Meat Market.

Harry A. Nelson, Albany, Ore., has succeeded to the meat business of Nelson Brothers.

Fred Amacher has purchased the Emmett Market, Hillsboro, Ore.

C. A. Leavitt, Lakeview, Ore., has sold his interest in the meat firm of Winchester & Leavitt to R. E. Winchester.

A. Miller Meat Market, Inc., 3923

Roosevelt rd., Chicago, has been incorporated with a capital of \$3,000.

Francis Kortendick plans to open a meat market at East Troy, Wis.

The Peterman Meat Market opened recently at Clintonville, Wis.

The City Meat Market, Sun Prairie, Wis., is under new management. Joseph and Henry Parr have purchased the interest of Franz Hebl, and the firm name is now Parr and Parr.

Bahn Bros., Inc., Carlinville, Ill., have filed articles of incorporation, with capital stock of \$15,000. They will handle meats and groceries.

The grocery and meat market of H. E. Huhlow, Haskins, Neb., has been destroyed by fire, with an estimated loss of \$10,000.

The People's Cash Market, under the management of R. and B. Neim Meyer, was recently opened at Wittenberg, Wis.

Lambrecht and Woff purchased the Zanto meat market, Merrill, Wis.

Elmer L. Fish purchased a grocery and meat market at Williams Bay, Wis.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Apr. 2, 1931:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	\$14.00@16.00		\$15.00@16.50	
Good	13.00@14.00		13.50@15.50	
Medium	12.00@13.00			
STEERS (550-700 lbs.):				
Choice	13.50@15.50		14.50@16.00	16.00@17.00
Good	13.00@13.50		13.00@15.00	13.50@15.00
STEERS (700 lbs. up):				
Choice	14.00@16.00	14.00@15.00	14.50@16.00	16.00@16.50
Good	13.00@14.00	13.00@14.00	13.00@15.00	13.50@15.00
STEERS (500 lbs. up):				
Medium	11.00@13.00	12.00@13.00	12.00@13.50	12.00@13.00
Common		11.00@12.00		
COWS:				
Good	10.00@11.00	10.50@11.00	11.00@12.50	11.00@12.50
Medium	9.00@10.00	10.00@10.50	10.00@11.00	10.00@11.00
Common	8.50@9.00	9.50@10.00	9.00@10.00	8.00@10.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	14.00@16.00	17.00@19.00	19.00@21.00	18.00@19.00
Good	13.00@14.00	15.00@17.00	15.00@19.00	15.00@16.00
Medium	11.00@13.00	12.00@15.00	13.00@16.00	13.00@14.00
Common	8.00@11.00	10.00@12.00	11.00@13.00	11.00@13.00
CALF (2) (3):				
Choice	11.00@12.00			
Good	10.00@11.00			
Medium	9.00@10.00			
Common	7.50@9.00			
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	19.50@21.00	20.00@21.00	20.00@22.00	21.00@22.00
Good	18.50@20.00	19.00@20.00	19.00@21.00	20.00@21.00
Medium	17.00@18.50	18.00@19.00	18.00@20.00	17.00@19.00
Common	15.00@17.00	16.00@18.00		
LAMB (38-45 lbs.):				
Choice	18.50@20.00	19.00@20.00	19.00@21.00	20.00@21.00
Good	17.50@18.50	18.00@19.00	18.00@20.00	19.00@20.00
Medium	16.00@17.50	17.00@18.00	17.00@19.00	17.00@19.00
Common	15.00@16.00			
LAMB (46-55 lbs.):				
Choice	17.00@18.00	17.00@18.00	17.00@19.00	18.00@19.00
Good	16.00@17.00	16.00@17.00	16.00@18.00	17.00@18.00
MUTTON (Ewe) 70 lbs. down:				
Good	10.00@12.00	11.00@12.00	11.00@13.00	11.00@12.00
Medium	9.00@10.00	9.00@11.00	10.00@11.00	10.00@11.00
Common	7.00@9.00	8.00@9.00	8.00@10.00	9.00@10.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	16.50@19.00	18.00@19.00	18.00@20.00	17.00@19.00
10-12 lbs. av.	16.00@18.00	17.50@18.50	17.00@18.50	17.00@18.00
12-15 lbs. av.	15.00@16.00	15.00@16.00	15.00@17.00	15.50@17.00
16-22 lbs. av.	13.50@15.50	13.50@14.50	13.50@15.00	14.00@15.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	10.50@11.50		12.00@13.00	12.00@14.00
PICNICS:				
6-8 lbs. av.		11.00@12.00		11.00@12.00
BUTTS, Boston Style:				
4-8 lbs. av.	13.00@15.00		15.00@17.00	16.00@17.00
SPARE RIBS:				
Half Sheets	8.00@10.00			
TRIMMINGS:				
Regular	6.00@6.50			
Lean	11.50@13.50			

(1) Choice grade heifer yearling beef, 450 pounds down; Chicago \$13.00@14.50; New York \$14.50@16.00. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

New York Section

NEW YORK NEWS NOTES.

E. N. Sturman, vice-president, Geo. A. Hormel & Co., Austin, Minn., visited New York for a few days during the past week.

A. L. Jewel, branch house department, and W. S. Johnston, beef and beef cutting department, Swift & Company, Chicago, visited New York for several days during the past week.

Vice presidents C. R. Hood, small stock and beef department, and Carl Fowler, branch house department, Wilson & Co., Chicago, were visitors to New York during the past week.

J. J. Moore, office manager, New York Butchers Dressed Meat Company, has just returned to his duties after having been away for several weeks recuperating from a recent operation.

Chicago visitors from Armour and Company during the past week included President T. G. Lee; P. L. Reed, first vice-president and treasurer; F. A. Benson, vice-president; J. Stirling, branch house auditing department; F. W. Loucks, branch house superintendent's department; and Walter Netsch, small stock department.

Miss Lillian Wallach, who has been telephone operator at the F. A. Ferris branch of Stahl-Meyer, Inc., for several years, was married to Gus Shapiro on March 28. The couple are honeymooning at Atlantic City and in the fall will reside in the Bronx.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended March 28, 1931, was as follows: Meat.—Brooklyn, 5 lbs.; Manhattan, 3,840 lbs.; Bronx, 20 lbs.; Queens, 40 lbs. Total, 3,905 lbs. Fish.—Queens, 50 lbs. Poultry and Game.—Manhattan, 37 lbs.; Richmond, 20 lbs. Total, 57 lbs.

The Louis Meyer branch of Stahl-Meyer, Inc., recently added a new pump to the artesian well on their property, which gives them a water supply of 1,000 gallons per minute, more than sufficient for all of their operations. Up until the installation of this larger pump it was necessary for the company to buy water from the city at a charge in excess of \$100 per week. The well is 135 feet deep and all tests have proved the water absolutely pure.

Anton F. Rabot, who was with Adolf Gobel, Inc., for 18 years in various capacities, starting as route salesman and advancing to an important position

in the sales office of the Brooklyn division, passed away suddenly on March 28, at his home in Middle Village, Long Island. For eight consecutive years Mr. Rabot was president of the Adolf Gobel Employees Mutual Welfare Society. He is survived by two sons, Herman and Peter, who are also associated with Adolf Gobel, Inc., and a daughter Emmaline. Funeral services were held at Fresh Pond Crematory and were attended by a large group of the officers and employees of the company.

AMONG RETAIL MEAT DEALERS.

E. W. Williams, secretary, New York State Association, reports that the Albany Branch has increased its membership considerably and at its regular meeting last week, it was decided to form a federation of the Cohoes, Schenectady and Albany branches with a council board consisting of representatives from each of the three branches. This plan will link the three cities together in the State Association.

The bridge and bunco held by the Ladies' Auxiliary in the Edison Building in the Bronx Thursday of last week was a wonderful success. In addition to a good attendance a spirit of sociability prevailed. There were a number of beautiful prizes and refreshments were served. The hostesses, Mrs. Fred Hirsch and Mrs. Charles Hembdt, deserve great credit for a pleasant afternoon.

At the meeting of the Ladies' Auxiliary on April 9 in the Hotel McAlpin nomination and election of officers will take place. There will also be a report from the committee in charge of the annual luncheon and theatre party. The committee is composed of Mrs. Fred Hirsch, chairman, Mrs. George Anselm, Mrs. A. Di Matteo, Mrs. Charles Hembdt and Mrs. A. Werner, jr.

The membership drive captains of the Brooklyn Branch reported it was well under way with quite some competition between the teams. The committee for the Frank Burck night reported arrangements were progressing nicely. State secretary E. Williams was a visitor and spoke on cooperative advertising. Albert Rosen was welcomed back after a sojourn in Miami, Fla.

Albert Di Matteo, treasurer of Washington Heights Branch, celebrated a birthday on March 29.

The Bronx Butchers Bowlers bowl

every Monday night in Ebling's Casino. Visitors are welcome.

Fred Hirsch, business manager of the Bronx Branch, celebrated a birthday on March 27.

TO BUY FISH COOPERATIVELY.

Food Distributors Cooperative, Inc., the cooperative organization of New York retail meat dealers—after having given considerable thought to the matter, has made arrangements for the cooperative purchase of fish for its members. It is planned to open a stand in the Fulton fish market and to install there a fully experienced man who will negotiate with various fishing concerns. It is expected that a saving of from two to four cents a pound to the members will be made possible. Deliveries are to be made by express to the market.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Mar. 28, 1931, with comparisons:

	Week ended Mar. 28.	Prev. week.	Or. week, 1930.
West. d. meat:			
Steers, carcasses...	7,137 1/4	8,770	6,004
Cows, carcasses...	874 1/2	974	1,404
Bulls, carcasses...	178	195 1/2	100
Veals, carcasses...	10,744	9,054	10,500
Lambs, carcasses...	22,405	20,590	21,000
Mutton, carcasses...	2,125	1,505	1,500
Beef cuts, lbs...	405,975	198,520	207,000
Pork, lbs...	1,045,143	2,455,570	1,300,000

Local slaughters:			
Cattle	8,990	8,901	7,300
Calves	18,423	17,512	13,800
Hogs	48,838	46,554	40,700
Sheep	70,520	70,094	58,200

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended March 28, 1931:

	Week ended Mar. 28.	Prev. week.	Or. week, 1930.
West. d. meat:			
Steers, carcasses	2,173	2,197	2,200
Cows, carcasses	1,008	1,047	1,000
Bulls, carcasses	145	136	200
Veals, carcasses	1,888	1,288	2,000
Lambs, carcasses	11,312	13,425	13,000
Mutton, carcasses	795	1,100	500
Pork, lbs.	508,311	521,147	440,000

Local slaughters:			
Cattle	1,488	1,500	1,300
Calves	5,114	5,175	3,900
Hogs	14,992	15,450	14,100
Sheep	5,000	5,043	4,500

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended March 28, 1931, with comparisons:

	Week ended Mar. 28.	Prev. week.	Or. week, 1930.
West. d. meat:			
Steers, carcasses	2,624	2,915	1,900
Cows, carcasses	1,061	1,066	1,000
Bulls, carcasses	61	61	100
Veals, carcasses	1,813	1,065	1,000
Lambs, carcasses	19,701	19,007	20,700
Mutton, carcasses	900	760	800
Pork, lbs.	522,860	508,450	500,000

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STAHL-MEYER DIVIDEND.

Stahl-Meyer, Inc., paid the regular quarterly dividends of 30c per share on the common stock and \$1.50 per share on the preferred stock as of April 1st.

MEAT TRADE PUBLICITY.

The meat trade publicity committee—consisting of U. P. Adams, Albert Loeb, David van Gelder and Pendleton Dudley—appointed recently by the New York joint conference of retailers and wholesalers, held a meeting last week for the purpose of discussing and developing some feasible plan for promoting wider popular interest in meat food products.

INSPECT MERKEL PLANT.

More than 15,000 persons who wanted to see the scientific and modern process of cutting, smoking, curing and packing pork meats recently visited the second annual public inspection of the Merkel, Inc., meat-packing plant and offices at 9411 Sutphin boulevard, Jamaica, L. I., N. Y.

The plant, under the direction of Henry Merkel and Robert Stutz, has been situated in Jamaica for more than 15 years.

BETTER LAMBS FOR CANADA.

R. C. Mattheson, of Swift and Company, Chicago, addressed the annual meeting of the Canadian Cooperative Wool Growers Limited at Toronto on March 26 on the possibilities of producing better commercial lambs in Canada. There are some fourteen breeds making up the total of three

and a half million sheep in the Dominion, with the result that there is no uniformity of meat product or of wool.

It was suggested that a standard type of sheep for the breeding of commercial lambs quite irrespective of breed might be agreed upon, just as in the hog trade the "bacon" type has been

adopted throughout Canada. The smallness of the present flocks and their scant dispersal over a band of country stretching 3,300 miles has hitherto been found to be a great difficulty to anything like uniformity. The proposal to get a standard type received a good deal of support.

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